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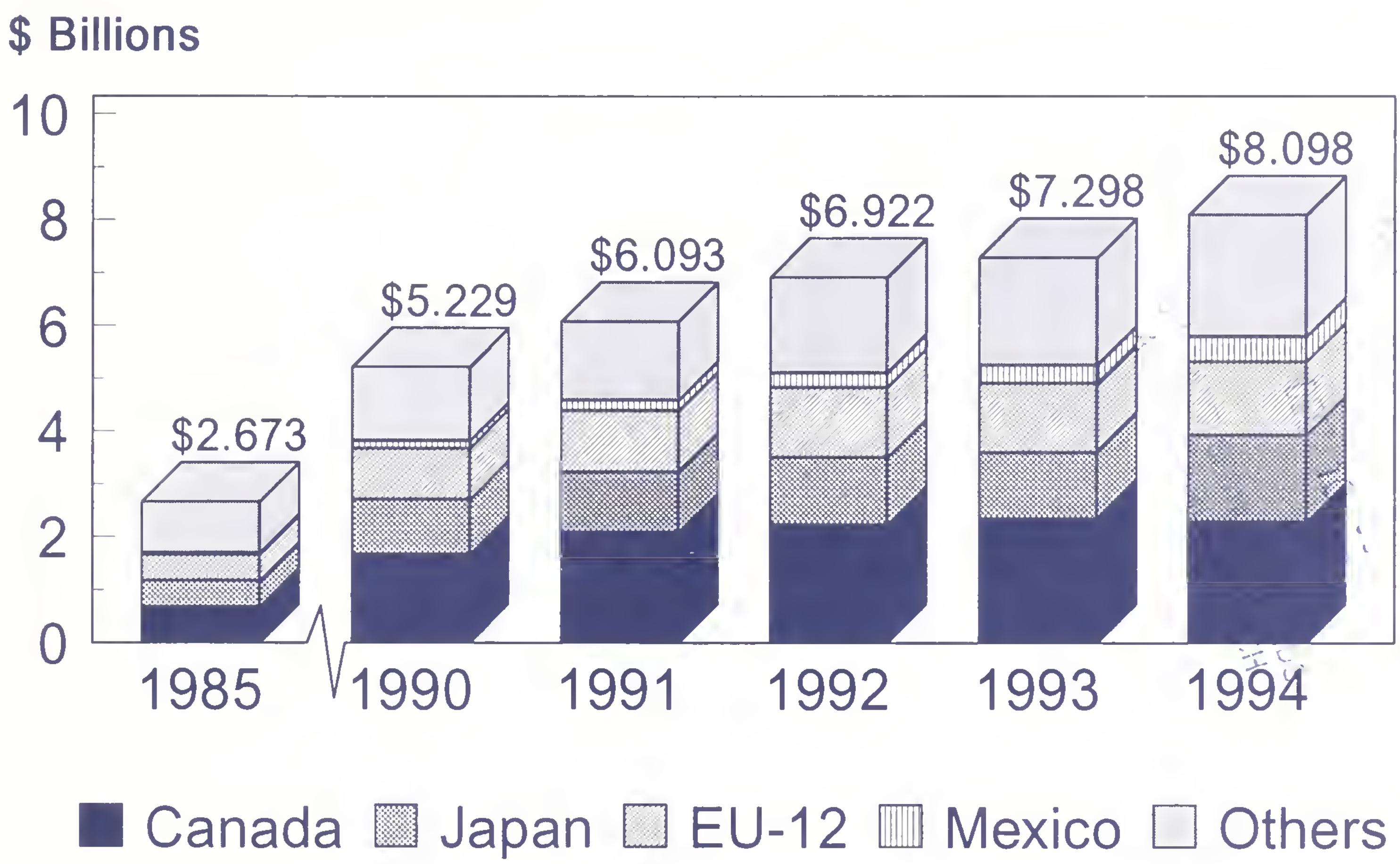
World Horticultural Trade & U.S. Export Opportunities

U.S. Horticultural Exports Increased for the 10th Consecutive Year in FY 1994



Source: U.S. Dept. of Commerce, Bureau of the Census.
Note: Exports to Canada prior to 1990 were undercounted.

Fiscal year 1994 marked the tenth consecutive year that U.S. horticultural exports have increased. Exports, at $8.1 billion, were up 11 percent over a year ago. While exports to Canada declined 2 percent to $2.3 billion, exports to Japan increased 30 percent to $1.6 billion; exports to the European Union jumped 6 percent to $1.4 billion; and exports to Mexico rose 41 percent to $482 million. Among emerging markets, horticultural exports to Russia increased 86 percent to $54 million.

Approved by the World Agricultural Outlook Board - USDA

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ANALYSIS

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Mark Thompson	202-720-6877	Circular editor, dried fruit, fresh and processed potatoes, and cross-commodity issues

MARKETING

Laura Davis	202-720-2252	Deciduous fruit
Ted Goldammer	202-720-8498	Wine, brandy, and potatoes
Stacey Peckins	202-690-1341	Nursery products, avocados, tree nuts, papaya, and canned tomatoes
Elise Pinkow	202-690-1341	Table grapes, grape juice, and berries
Steve Shnitzler	202-720-8495	Dried fruit, kiwifruit, ginseng, asparagus, tart cherries, and processed corn
Robert B. Tisch	202-720-0898	Citrus

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Export Summary

U.S. exports of horticultural products to all countries reached a record in fiscal year 1994. Total exports were $8.1 billion, 11 percent greater than a year ago. Exports in September 1994 were valued at $713 million, a 17 percent increase over September 1993's $609 million. All fresh fruit categories, dried and frozen fruit, juices, potatoes, frozen and dried vegetables, tree nuts, and wine all saw increases in exports. Slight declines were noted in processed fruit, fresh and preserved vegetables, hops, nursery products, and ginseng. By market, exports to Canada declined 2 percent to $2.3 billion, to Japan increased 30 percent to $1.6 billion, to the European Union increased 6 percent to $1.4 billion, and to Hong Kong increased 5 percent to $436 million. Among emerging markets, horticultural exports to Russia increased 86 percent to $54 million.

All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds, 1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon, 1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

U.S. EXPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR
SEP 94

NAME	QUANTITY					VALUE (1,000 DOLLARS)				
GROUP & COMMODITY	CURR MO LAST YR	CURR MO CURR YR	YR TODATE LAST YR	YR TODATE CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FR, FRUIT CITRUS MT										
GRAPEFRUIT	7,846	10,715	444,767	461,577	444,767	4,283	5,593	222,290	228,387	222,290
LEMONS	6,691	8,490	127,336	124,410	127,336	9,103	12,097	99,698	108,711	99,698
ORANGES, INCL TMPLS	21,890	36,462	562,596	543,324	562,596	14,422	19,027	279,503	291,021	279,503
OTHER CITRUS	251	387	19,313	26,339	19,313	190	314	16,507	20,325	16,507
Subtotal:----	36,680	56,056	1,154,014	1,155,652	1,154,014	27,999	37,033	618,001	648,447	618,001
FR, FRT, NON-CIT MT										
APPLES	33,200	44,221	487,808	662,897	487,808	23,216	28,247	297,141	404,229	297,141
AVOCADOS	592	1,411	14,185	8,923	14,185	650	1,310	14,223	11,337	14,223
CHERRIES SWT & TRT	135	4	25,747	30,641	25,747	184	25	111,252	130,864	111,252
GRAPES	55,798	61,814	184,774	215,510	184,774	54,442	59,770	215,189	244,148	215,189
KIWIFRUIT	61	45	8,359	8,748	8,359	91	70	12,071	13,091	12,071
MELONS	19,125	25,338	196,473	218,603	196,473	7,028	10,304	74,192	82,265	74,192
PAPAYA	570	617	7,596	7,759	7,596	1,067	1,033	14,151	14,547	14,151
PEACHES & NCTRNS	9,151	13,778	63,998	83,306	63,998	6,648	9,384	57,507	65,914	57,507
PEARS	10,707	13,581	98,815	137,040	98,815	6,222	6,730	60,258	74,043	60,258
PLUMS/PRUNES	9,443	10,673	56,959	69,918	56,959	7,130	8,726	52,120	56,882	52,120
STRAWBERRIES	4,292	6,479	45,415	57,107	45,415	8,583	11,290	77,412	94,942	77,412
OTHER NON-CITRUS	7,892	5,032	53,452	55,521	53,452	6,327	7,208	53,860	60,348	53,860
Subtotal:----	150,972	182,998	1,243,586	1,555,979	1,243,586	121,595	144,103	1,039,381	1,252,616	1,039,381
CND/PREP FRUIT MT										
CHERRIES TRT CND	661	591	7,322	5,656	7,322	1,146	968	12,632	10,117	12,632
FRUIT MIXTURES	2,686	1,903	35,007	26,348	35,007	3,225	2,115	39,597	30,536	39,597
MARACHINO CHRY	776	512	4,912	4,685	4,912	1,529	1,033	9,706	9,003	9,706
PEACHES CANNED	1,939	1,400	21,390	18,173	21,390	1,951	1,370	20,960	17,798	20,960
PINEAPPLE CANNED	283	402	4,295	4,156	4,295	257	345	3,931	3,659	3,931
FRT PREP/PRES	5,297	6,316	61,466	64,995	61,466	6,437	7,360	75,437	74,638	75,437
OTHER CANNED FR	2,358	2,756	32,246	43,183	32,246	2,186	3,266	30,629	38,088	30,629
Subtotal:----	14,003	13,882	166,641	167,199	166,641	16,734	16,462	192,895	183,843	192,895
DRIED FRUIT MT										
PRUNES, DRIED	5,811	5,157	84,752	57,923	84,752	12,188	11,877	137,529	137,199	137,529
RAISINS, DRIED	12,902	11,263	121,529	122,625	121,529	20,664	18,266	180,885	195,347	180,885
OTHER DRIED FRUIT	1,933	1,784	19,865	20,739	19,865	5,666	4,945	49,237	51,362	49,237
Subtotal:----	20,647	18,205	226,148	201,288	226,148	38,519	35,090	367,651	383,909	367,651
FROZEN FRUIT MT										
BLUEBERRIES, FZN	671	495	8,600	7,104	8,600	1,060	697	15,058	10,616	15,058
STRAWBERRIES, FZN	2,413	4,785	16,017	27,248	16,017	3,275	5,950	20,864	34,765	20,864
OTHER FZN FRUIT	1,432	2,339	16,231	15,317	16,231	2,254	3,956	23,726	23,995	23,726
Subtotal:----	4,517	7,621	40,849	49,670	40,849	6,589	10,604	59,649	69,377	59,649
FRT&VEG JUICE (SSE) KL										
GRAPEFRUIT JU CNC	3,135	2,418	60,686	37,622	60,686	1,907	2,628	36,980	33,808	36,980
ORANGE JU NT CNC	7,613	11,689	92,328	130,258	92,328	5,143	7,978	68,746	86,994	68,746
ORANGE JUICE CNC	24,653	14,984	349,883	272,558	349,883	10,187	10,063	140,737	152,039	140,737
OTHER JUICES	31,122	37,174	363,216	356,394	363,216	18,053	25,533	214,146	243,253	214,146
Subtotal:----	66,524	66,266	866,115	796,834	866,115	35,291	46,204	460,611	516,095	460,611
VEGETABLES FR MT										
ASPARAGUS, FR, CHLD	221	252	21,288	21,980	21,288	931	1,226	62,514	71,547	62,514
BROCCOLI	4,238	6,579	102,948	128,764	102,948	3,192	5,378	69,469	80,197	69,469
CAULIFLOWER	3,878	6,728	70,346	94,794	70,346	2,597	4,549	49,628	61,798	49,628
CELERY	3,670	4,058	115,257	117,643	115,257	1,408	1,585	51,058	37,955	51,058
LETTUCE, FR, CH.	20,121	17,898	315,002	309,932	315,002	10,292	9,243	154,873	126,426	154,873
ONIONS, FR	20,206	35,093	183,005	193,828	183,005	6,927	9,740	71,840	69,757	71,840
PEPPERS	2,607	1,961	60,961	52,747	60,961	1,826	1,392	48,485	44,884	48,485
TOMATOES, FR, CH.	12,342	12,140	167,332	148,517	167,332	8,291	7,082	133,834	114,143	133,834
OTHER VEG, FR.	31,625	34,616	638,995	686,139	638,995	19,472	20,086	355,598	361,952	355,598
Subtotal:----	98,911	119,329	1,675,138	1,754,349	1,675,138	54,939	60,285	997,304	968,665	997,304
VEGETABLES CANNED MT										
CATSUP & CHILI SA	2,061	3,781	23,641	31,335	23,641	1,661	2,674	18,526	24,793	18,526
SWEET CORN CANNED	15,144	13,918	176,881	150,029	176,881	11,746	12,011	132,161	121,698	132,161
TOMATO PASTE	10,225	6,868	73,238	76,150	73,238	8,261	5,291	59,815	63,088	59,815
TOMATO SAUCE	5,571	5,271	68,893	80,996	68,893	5,314	5,577	65,694	79,832	65,694
OTHER CANNED VEG.	19,061	18,215	229,781	206,930	229,781	21,921	21,246	278,154	249,921	278,154
Subtotal:----	52,063	48,055	572,436	545,443	572,436	48,904	46,801	554,351	539,334	554,351
FROZEN VEGETABLES MT										
FROZEN FRENCH FRY	17,919	19,632	211,387	246,544	211,387	12,521	14,331	149,434	178,026	149,434
FZN SWT CORN	6,081	6,659	62,107	62,340	62,107	4,992	6,046	50,528	55,228	50,528
OTHER POT. FZN	1,906	1,412	18,656	19,930	18,656	1,439	1,105	14,968	15,985	14,968
OTHER FZN VEG	5,577	4,791	60,509	55,286	60,509	5,254	4,537	57,313	53,023	57,313
Subtotal:----	31,485	32,494	352,660	384,101	352,660	24,207	26,021	272,244	302,264	272,244
DEHYD VEGETABLES MT										
GARLIC DEHY	605	772	7,478	8,031	7,478	1,517	1,726	18,182	19,224	18,182
ONIONS DEHY	2,130	4,158	23,183	28,721	23,183	4,715	6,646	53,986	61,580	53,986
POTATO DEHYD	3,386	3,460	34,315	41,546	34,315	3,477	3,678	35,043	43,252	35,043
OTHER DEHY VEG.	2,880	3,364	32,937	29,725	32,937	4,768	6,410	49,325	57,923	49,325
Subtotal:----	9,002	11,755	97,915	108,024	97,915	14,479	18,461	156,537	181,980	156,537
TREE NUTS MT										
ALMND SH/PREP	14,950	22,166	161,466	166,886	161,466	63,486	77,505	565,786	729,695	565,786
ALMONDS, UNSHLD	1,633	2,649	15,878	15,261	15,878	3,532	6,425	32,772	40,108	32,772
PISTACHIO, UNSHLD	393	972	12,840	10,469	12,840	1,345	2,430	42,591	29,952	42,591
WALNUTS, SHLD	972	1,358	16,909	20,192	16,909	4,394	4,166	58,735	71,786	58,735
WALNUTS, UNSHLD	2,882	4,073	33,152	45,510	33,152	6,209	6,387	67,492	85,496	67,492
OTHER NUTS	3,639	4,733	57,568	58,684	57,568	12,873	13,975	168,454	172,087	168,454
Subtotal:----	24,471	35,954	297,816	317,005	297,816	91,841	110,891	935,834	1,129,127	935,834
NURSERY PRODUCTS NONE										
CUT FLOWERS	0	0	0	0	0	3,790	3,835	38,122	38,587	38,122
OTHER NURSERY	0	0	0	0	0	9,381	9,119	172,239	153,273	172,239
Subtotal:----	0	0	0	0	0	13,172	12,955	210,362	191,860	210,362
HOPS & PRODUCTS MT										
HOP EXTRACT	211	152	4,027	5,400	4,027	2,715	1,871	66,837	62,297	66,837
HOP PELLETS	301	239	5,116	4,162	5,116	1,637	1,297	30,931	23,218	30,931
HOPS, NSFP	33	10	2,521	1,976	2,521	195	51	15,507	11,412	15,507
Subtotal:----	546	401	11,665	11,539	11,665	4,548	3,221	113,275	96,929	113,275
WINE KL										
GRAPE WINES	10,577	8,703	117,688	116,815	117,688	14,954	14,035	165,337	172,684	165,337
OTHER WINE PRODUCTS	1,031	1,134	14,839	13,398	14,839	1,009	1,239	11,242	13,847	11,242
Subtotal:----	11,608	9,838	132,527	130,213	132,527	15,963	15,275	176,580	186,531	176,580
MISCELLANEOUS KL										
BEER & BEVERAGES	35,352	55,108	414,388	598,932	414,388	22,007	31,650	259,492	373,685	259,492
EDIBLE PREPARATIONS	11,844	14,071	124,809	160,298	124,809	42,026	51,763	450,622	571,798	450,622
GINSENG	32	77	894	933	894	3,185	4,978	104,376	77,148	104,376
POTATO CHIPS	3,724	6,106	47,774	60,907	47,774	9,881	17,278	118,430	174,576	118,430
OTHER MISC.	0	0	0	0	0	16,824	24,308	211,147	250,246	211,147
Subtotal:----	50,953	75,363	587,867	821,071	587,867	93,926	129,979	1,144,069	1,447,455	1,144,069
Grand Total:						608,713	713,391	7,298,750	8,098,439	7,298,750

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR
SEP 94

NAME		QUANTITY					VALUE (1,000 DOLLARS)				
GROUP & COMMODITY		CURR MO LAST YR	CURR MO CURR YR	YR TODATE LAST YR	YR TODATE CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FRESH FRUIT	MT										
APPLES		4,423	3,747	119,770	106,059	119,770	1,829	1,450	70,726	76,188	70,726
AVOCADO		882	5,892	18,470	14,211	18,470	379	6,851	12,899	12,538	12,899
BANANA		297,087	314,921	3,536,585	3,643,279	3,536,585	82,601	82,056	1,004,787	983,322	1,004,787
CANTELOUPE		0	0	213,007	224,836	213,007	0	0	67,635	67,706	67,635
GRAPE		301	709	325,134	311,027	325,134	87	175	261,626	251,625	261,626
KIWIFRUIT		1,875	1,447	24,791	29,335	24,791	1,815	1,202	16,602	17,612	16,602
MANGO		3,067	6,251	110,290	121,250	110,290	2,401	4,907	84,344	93,477	84,344
PEACH		98	80	41,376	43,118	41,376	72	60	26,410	27,816	26,410
PEAR		198	59	64,825	65,283	64,825	550	77	32,038	33,073	32,038
PINEAPPLE		9,327	9,541	124,177	126,505	124,177	3,433	2,758	46,139	40,775	46,139
STRAWBERRY		5	9	14,470	20,102	14,470	19	26	22,158	35,038	22,158
OTHER MELON		45	27	114,510	114,972	114,510	19	10	41,350	41,629	41,350
OTHER FRUIT		29,303	38,321	512,714	547,710	512,714	10,992	12,405	205,691	243,414	205,691
Subtotal:----		346,615	381,009	5,220,125	5,367,691	5,220,125	104,203	111,983	1,892,412	1,924,220	1,892,412
DRIED FRUIT	MT										
DRD APRICOT		693	2,023	11,053	10,400	11,053	1,707	3,198	25,135	23,920	25,135
DRD FIG & PASTE		707	1,514	8,786	11,732	8,786	406	2,560	10,808	15,131	10,808
OTHER DRD FRUIT		2,900	2,927	29,643	27,141	29,643	3,845	4,403	36,546	40,093	36,546
Subtotal:----		4,300	6,465	49,483	49,274	49,483	5,960	10,162	72,490	79,145	72,490
FROZEN FRUIT	MT										
FZN BLUEBERRIES		615	573	5,677	8,242	5,677	767	812	9,926	11,967	9,926
FZN STR		504	197	19,937	18,949	19,937	431	324	21,271	19,766	21,271
OTHER FZN FRUIT		1,952	2,368	32,037	34,646	32,037	2,137	2,635	34,039	40,152	34,039
Subtotal:----		3,072	3,139	57,651	61,838	57,651	3,335	3,773	65,236	71,887	65,236
CANNED/PREP FRUIT	MT										
CANNED OLIVES		6,122	5,384	74,492	70,223	74,492	10,030	9,881	153,316	152,061	153,316
CANNED ORANGES		2,636	4,666	41,806	52,281	41,806	2,293	3,739	39,502	41,356	39,502
CANNED PEACH		1,629	1,840	23,011	22,584	23,011	925	1,007	15,375	12,665	15,375
CANNED PINEAPPLE		25,529	25,075	344,866	330,958	344,866	14,532	12,180	212,896	178,064	212,896
MIXED FRUIT		1,923	1,918	33,405	36,254	33,405	1,674	1,780	29,875	30,687	29,875
PREP/PRES FRUIT		5,034	6,147	58,233	60,832	58,233	5,828	6,131	66,860	67,856	66,860
OTHER CANNED FRUIT		4,353	3,200	47,278	56,995	47,278	4,954	3,903	60,772	72,954	60,772
Subtotal:----		47,228	48,233	623,093	630,131	623,093	40,238	38,622	578,600	555,644	578,600
FRT&VEG JUICE (SSE)	KL										
APPLEPEAR JU		80,190	70,112	946,807	1,085,575	946,807	16,895	11,993	243,682	195,615	243,682
FCOJ		148,055	164,529	1,122,350	1,592,093	1,122,350	30,386	29,303	191,591	311,979	191,591
GRAPE JU		11,982	2,956	148,404	71,848	148,404	3,512	1,102	52,117	27,588	52,117
PINAP JU		18,150	16,502	339,270	287,725	339,270	4,025	2,825	77,767	61,809	77,767
OTHER FRUIT JU		10,860	8,234	149,384	163,715	149,384	8,086	5,607	77,630	92,056	77,630
Subtotal:----		269,239	262,334	2,706,217	3,200,957	2,706,217	62,906	50,831	642,789	689,049	642,789
FRESH VEGETABLES	MT										
GARLIC		5,545	510	29,171	31,117	29,171	2,521	527	23,144	24,827	23,144
ASPARAGUS		1,617	2,412	29,852	27,711	29,852	1,631	3,304	39,213	41,829	39,213
BELL PEPPER		3,943	2,685	121,859	121,842	121,859	5,654	4,128	129,247	142,760	129,247
CARROTS		7,105	8,171	51,431	60,094	51,431	1,782	2,127	14,066	15,433	14,066
CHILI PEPPER		2,759	2,599	36,933	43,897	36,933	1,414	1,818	48,709	43,110	48,709
CUCUMBER		1,145	2,770	238,841	250,972	238,841	841	1,554	85,192	106,902	85,192
ONIONS		9,449	6,583	218,400	254,652	218,400	4,501	3,663	104,818	136,642	104,818
POTATO, INCL SD		14,880	12,531	302,186	317,308	302,186	2,780	2,322	49,596	70,644	49,596
SQUASH		1,294	736	95,290	101,869	95,290	690	447	87,590	58,123	87,590
TOMATOES		15,674	10,757	380,911	401,875	380,911	10,516	8,891	307,454	328,154	307,454
OTHER FRESH VEGETAB		19,743	21,795	285,285	281,345	285,285	8,885	10,245	156,317	164,712	156,317
Subtotal:----		83,160	71,554	1,790,165	1,892,688	1,790,165	41,219	39,031	1,045,351	1,133,140	1,045,351
CANNED/DEHYD VEGET	MT										
CND ARTICHOKE		1,566	2,036	20,456	30,548	20,456	2,476	3,963	32,256	53,543	32,256
CANNED BAMBOO		3,046	3,582	28,680	29,691	28,680	2,385	2,686	24,939	23,548	24,939
CND MSHROOMS		3,303	4,638	47,213	64,543	47,213	7,184	10,666	100,977	132,677	100,977
CND PIMIENTO		447	684	6,172	6,649	6,172	500	903	8,532	8,273	8,532
CND TOM		4,077	4,239	45,500	45,118	45,500	1,541	1,533	17,799	16,746	17,799
CANNED WATERCHESTNU		2,934	1,672	39,558	39,849	39,558	2,146	1,358	27,926	27,363	27,926
TOMATO PASTE & SAUC		1,236	3,291	40,209	61,941	40,209	788	2,332	27,282	43,217	27,282
DRIED MUSHROOMS		76	149	1,817	1,554	1,817	998	1,339	22,462	16,994	22,462
DRIED TOMATOES		688	538	6,491	5,957	6,491	2,591	2,159	25,842	22,770	25,842
OTHER DEHYD VEGETAB		9,020	5,853	89,437	82,879	89,437	4,710	4,728	61,180	53,957	61,180
OTHER CND VEG		17,658	19,631	197,571	218,535	197,571	18,328	19,883	208,971	227,429	208,971
Subtotal:----		44,056	46,318	523,108	587,268	523,108	43,650	51,555	558,172	626,521	558,172
FROZEN VEGETABLES	MT										
BROCCOLI FZN		9,442	10,999	170,431	130,634	170,431	6,031	6,891	113,224	87,418	113,224
CAULIFLOWER FZN		1,756	2,281	22,290	29,523	22,290	1,256	1,691	15,842	24,636	15,842
POTATO FZN		9,647	10,367	125,895	130,215	125,895	5,449	5,831	69,284	72,129	69,284
OTHER VEG FZN		142,355	310,484	1,671,650	2,582,515	1,671,650	6,237	8,688	88,516	105,616	88,516
Subtotal:----		163,202	334,133	1,990,268	2,872,889	1,990,268	18,975	23,102	286,869	289,800	286,869
TREE NUTS	MT										
BRAZILS TOT		497	684	10,429	11,720	10,429	949	1,448	15,171	19,757	15,171
CASHEWS TOT		6,187	4,642	64,377	64,366	64,377	24,963	20,732	260,328	280,857	260,328
COCONUT		6,256	6,581	59,768	68,463	59,768	5,214	5,542	49,330	56,557	49,330
PECANS		701	514	20,305	13,178	20,305	3,053	1,928	88,874	32,545	88,874
OTHER NUTS		1,805	1,714	21,106	17,689	21,106	7,023	6,432	73,209	64,870	73,209
Subtotal:----		15,448	14,137	175,987	175,419	175,987	41,204	36,085	486,914	454,587	486,914
NURSERY PRODUCTS	M										
CARNATIONS		61,515	61,394	920,969	1,057,314	920,969	5,972	4,626	82,772	88,833	82,772
CHRISTMAS TREES		0	0	1,995	2,029	1,995	0	0	17,286	17,116	17,286
CHRYSANTHEMUMS		15,242	46,892	159,073	562,356	159,073	4,169	4,682	66,054	66,608	66,054
ROSES		40,315	48,275	584,669	677,762	584,669	6,249	8,308	102,915	124,203	102,915
TULIP BULBS		95,738	102,125	284,022	302,490	284,022	11,522	12,397	32,959	34,441	32,959
OTHER CUT FLRS		0	0	0	0	0	8,612	9,799	106,414	122,628	106,414
OTH NURS PROD		0	0	0	0	0	25,073	27,393	215,556	226,569	215,556
Subtotal:----		212,812	258,688	1,950,730	2,601,952	1,950,730	61,600	67,207	623,959	680,401	623,959
HOPS & PRODUCTS	MT										
HOPS & PELLETS		1	40	3,982	5,291	3,982	11	144	22,237	33,104	22,237
OTHER HOP PRODS		0	0	134	703	134	0	0	933	4,251	933
Subtotal:----		1	40	4,116	5,995	4,116	11	144	23,171	37,356	23,171
WINE	KL										
RED WINE		7,162	8,347	98,370	113,743	98,370	25,811	28,379	379,584	386,908	379,584
SPARKLING WINE		2,919	3,471	29,680	31,087	29,680	29,123	35,826	251,670	276,616	251,670
WHITE WINE		7,164	7,012	92,358	100,106	92,358	20,989	20,834	279,901	293,701	279,901
OTHER WN PROD		2,057	1,698	23,752	27,782	23,752	5,028	5,182	60,012	72,239	60,012
Subtotal:----		19,304	20,528	244,162	272,719	244,162	80,953	90,222	971,169	1,029,466	971,169
MISCELLANEOUS	KL										
BEER & BEVERAGES		103,781	112,207	1,119,446	1,320,904	1,119,446	88,373	95,524	952,084	1,083,435	952,084
OTHER MISC.		0	0	0	0	0	61,595	65,617	720,413	769,522	720,413
Subtotal:----		103,781	112,207	1,119,446	1,320,904	1,119,446	149,968	161,142	1,672,498	1,852,957	1,672,498
Grand Total:							654,229	683,864	8,919,637	9,424,178	8,919,637

The United States now has a positive balance of trade in dates.

For the past two marketing years, U.S. date exports have exceeded imports, a new trend that shows continued strength in the industry. While the positive balance of trade by quantity is only 1,222 tons, by value the balance of trade is $10 million. This compares quite favorably to the situation of just five years ago, when imports in MY 1988/89 were over 10,287 tons valued at $9.5 million, and exports were only 4,512 tons valued at $8 million.

In the most recent marketing year (September 1993 to August 1994), U.S. exports reached 6,556 tons, up 14 percent over MY 1992/93. The value of exports reached $16 million, up 10 percent over the 1992/93 value of $14.6 million. Leading markets included France (1,972 tons - up 12 percent), Canada (1,263 tons - down 12 percent), Australia (745 tons - up 11 percent), and Switzerland (544 tons - up 69 percent).

In comparison, imports dropped 4 percent to 5,334 tons in MY 1993/94, compared to imports of 5,535 tons in 1992/93 and 7,198 tons in 1991/92. Total value of imports were only $5.8 million, down 11 percent from 1992/93. Over three quarters of all imports come from Pakistan (4,346 tons), up 17 percent; imports from China dropped 56 percent to 486 tons. Pitted dates account for most imports.

According to the Food and Agriculture Organization of the United Nations (FAO), the United States is the 14th largest date producer. FAO statistics indicate that over 3.7 million metric tons of dates were produced world-wide in 1992. Iran was the largest producer, with 635,000 tons, followed by Egypt (610,000 tons), Iraq (580,000 tons), Saudi Arabia (545,000 tons), and Pakistan (310,000 tons). USDA data indicate U.S. date production in 1993 (all in California) at 20,885 tons.

U.S. export prospects brighten as Israel agrees to modify import requirements for apples, extend open market to pears.

USDA and industry sources have successfully coordinated efforts in achieving major revisions to Israel's phytosanitary import requirements for apples, a development that opens a potentially significant new market for U.S. exporters. A sharp drop in domestic apple production, brought on by adverse weather conditions, had recently prompted the Government of Israel to modify its phytosanitary requirements to permit imports from other countries, including the United States. However, the original directive contained several trade-restrictive provisions. In an effort to address Israel's legitimate concerns through commercially viable procedures, APHIS, FAS, and the industry coordinated efforts in developing an alternative approach. During subsequent meetings held in Tel Aviv during the first week of November, Israel's quarantine officials agreed to the U.S.-proposed modifications. Trade sources in Israel report that the government may ultimately provide authorization to import up to 50,000 metric tons, and U.S. industry sources have confirmed the new market will provide much needed export opportunities for the bumper U.S. crop. Following resolution of the apple issue, Israeli officials agreed to a U.S. request to extend the entry requirements to pears.

The Andean Region was added to the GSM-102 credit guarantee program for FY 1995.

A total of $12.5 million in GSM-102 coverage for horticultural products has thus far been allocated for FY 1995. Since our last report, the Andean Region (Bolivia, Colombia, Ecuador, Peru, and Venezuela) was allocated $1.0 million for fresh fruit and tree nuts. Also noted are $200,000 of coverage for hops and hop products to Mexico, the first registrations for horticultural commodities in FY 1995.

Under the GSM-102 credit guarantee program, repayment terms are usually three years. For example, through this program, the U.S. exporter can be paid by the U.S. bank immediately upon export if an irrevocable Letter of Credit is opened by the importer's bank and financed by the U.S. bank. The importer's bank then has up to three years to repay the U.S. bank. A slightly different approach has been specified for the FY 1995 program for Russia, which offers coverage only on 90-day terms. (For further information on the GSM-102 program for horticultural commodities, contact Ross G. Kreamer, 202-720-9903.)

TABLE 1: FY 1995 GSM-102 Credit Guarantee Coverage 1/

Country/ Commodity	Announced Allocations FY 1995 ($1,000)	Exporter Applications Approved ($1,000)	Balance ($1,000)
Indonesia			
Potatoes 2/	2,000	0	2,000
Mexico			
Fresh Fruits 3/	1,000	0	1,000
Hops	5,000	200	4,800
Russia			
Almonds	1,000	0	1,000
Fresh Fruits 4/	500	0	500
Vegetables 5/	1,000	0	1,000
Tunisia			
Almonds/Walnuts	500	0	500
Raisins	500	0	500
Andean Region 6/			
Tree Nuts and Fresh Fruits 7/	1,000	0	1,000

1/ Coverage announced through November 15, 1994.
2/ Cut and frozen for french fries.
3/ Apples, pears, plums, peaches, nectarines, and strawberries.
4/ Apples, oranges, tangerines, lemons, and pears.
5/ Canned or frozen (corn, peas, mixed vegetables, tomatoes, green beans, and spinach).
6/ Includes Bolivia, Colombia, Ecuador, Peru, and Venezuela.
7/ Almonds, walnuts, pistachios, pecans, and hazelnuts; apples, pears, plums, peaches, nectarines, and strawberries.

World Trade Situation and Policy Updates

Hungary increases tariffs on horticultural products.

On November 1, the Government of Hungary implemented tariff increases on over 280 agricultural products, including fresh and processed fruits. Examples of increased tariffs include dried mixed fruit (from 30 percent to 40 percent) and fruit candies (from 55 - 60 percent to 80 percent). Tariffs were increased to improve government revenue and protect domestic producers.

While U.S. horticultural exports to Hungary increased to $823,000 in FY 1994 from $588,000 in FY 1993, export opportunities remain limited by the relatively small size of the market, distance, proximity of Western European competitors, preferential trade agreements with European trading partners, and the fact that Hungary is itself a major horticultural producer.

The Israeli duty on U.S. pistachios is scheduled to drop to zero in 1995.

In 1994, the Israeli import duty on pistachios was 16.5 percent for product from the European Union, 10 percent from the United States, and 22 percent from other countries. As of January 1995, under the terms of the U.S./Israel Free Trade Agreement, the duty on U.S. pistachios is scheduled to drop to zero. This is not the case for pistachios coming from Turkey and Iran, which will have to pay the full duty, or for pistachios originating in the European Union (Greece and Italy). In order to benefit from reduced duties, the U.S. shipments must be accompanied by appropriate certificates of origin.

Korea raises the tolerance for potassium sorbate in dried prunes.

In its November 1 meeting at the U.S.-Korea Trade Action Group, a bilateral organization of government officials to facilitate trade relations, Government of Korea officials announced a new Korean standard for potassium sorbate in prunes. Previously, Korea had a zero tolerance for this common additive. The new standard, 500 parts per million, brings Korean standards into line with other importing countries with this strict tolerance, like Japan and Germany. It is still more restrictive than the 1,000 parts per million standard used by major traders like the United States, the United Kingdom, and Hong Kong.

This new standard opens up the market for U.S. prune exports, which dropped to only 10 tons in the 1993/94 marketing year. U.S. exports to Taiwan (1,164 tons), Singapore (784 tons), and Hong Kong (771 tons) were all much greater, despite smaller populations and economies.

Malaysia cuts tariffs on horticultural product imports, including citrus and canned fruit.

For the second straight year, Malaysia has significantly reduced tariffs on a number of horticultural commodities of interest to U.S. exporters, according to the Agricultural Attache in Kuala Lumpur. The tariff cuts, which also affected selected other commodities, were part of the Malaysian Government's CY 1995 budget package that took effect October 28. The Agricultural Attache's office and FAS/Washington had met with Malaysian officials over the last year in support of lower duties for several of these items. Among the key reductions, the duty on citrus was reduced from 20 percent to 10 percent, putting that commodity on a par with other fresh fruits. Duties on all dried fruit also will be 10 percent. Duties on tree nuts (including almonds and pistachios), which were generally in the range of 5 - 10 percent, were eliminated. The tariff on canned fruit was cut from 30 percent to 20 peercent. The U.S. Government has been seeking the elimination of the preferential duty rate on canned fruit from Australia and New Zealand. While the October 28 reduction did not eliminate the preference entirely, it did result in a narrowing of the gap (15 percent vs. 20 percent).

Officially, direct U.S. exports of horticultural products to Malaysia totaled about $58 million in CY 1993 -- a doubling over four years. However, actual exports to Malaysia, especially high value consumer products, are undercounted because of trans-shipment through duty-free Singapore. While these tariff reductions are touted as anti-inflationary measures, the changes could also boost direct shipments from other countries to Malaysia's expanding ports. Malaysia's large middle class and booming economy make it a major growth market for U.S. consumer products.

Canned Sweet Corn Situation in Selected Countries

Good weather lifted canned sweet corn production in the United States, France and Japan to 844,250 tons in 1994 from 642,000 metric tons in 1993. Excellent weather during the growing season in the United States resulted in record-high per-acre yields and production for processing sweet corn. The larger 1994 U.S. sweet corn crop is expected to rebuild inventories and reduce wholesale prices. The 1994 U.S. canned sweet corn pack is estimated at 719,000 tons, compared with the 1993 pack of 537,000 tons. Favorable weather in France and Japan also boosted their canned pack volumes 20 percent and 15 percent during the same period, respectively.

United States

Sweet corn production in the United States is expected to rebound to a record of 3.26 million tons in 1994 from last year's disappointing harvest of 2.54 million metric tons. This production volume represents a 22 percent increase over the level produced in 1993, and a 6 percent rise above the previous record set in 1991.

In 1994, contract area for harvest increased 9 percent to 207,730 hectares (513,300 acres) with most states higher. After experiencing wet conditions during most of last season, good weather during the growing season this year resulted in record yields of 15.7 metric tons per hectare (6.99 short tons per acre), up 22 percent from 1993. Minnesota, Washington state, and Oregon produced record crops, while Wisconsin and New York produced the second largest in their histories. The Illinois crop, which accounted for 6 percent of the United States total, was the largest crop since 1979. Wisconsin, the leading producer of sweet corn for processing, accounted for 26 percent of the 1994 crop, followed by Minnesota with 23 percent and Washington state with 17 percent.

U.S. canned sweet corn production in 1994 is estimated at 719,000 metric tons, up 34 percent from 1993, and 6 percent above 1992.

During the first 9 months of 1994, U.S. total sweet corn exports declined 11 percent in volume, but only 5 percent in value from the same period in 1993. During the same time period in 1994, U.S. exports of canned corn totaled 105,000 tons valued at $85 million, compared to 128,000 tons valued at $96 million exported during the same time period in 1993.

U.S. exports of fresh, frozen and canned sweet corn in calendar year 1993 totaled 269,914 metric tons valued at $199 million, up 6 percent in volume and 10 percent in value. Canned corn, the traditional leader of sweet corn exports, accounted for 64 percent of all shipments, followed by frozen corn with 23 percent, and fresh corn with 13 percent. An increase of available U.S. supplies, a strong U.S. dollar and an apparent weaker demand in overseas markets were the primary factors for the decline in exports during this period.

Japan continued to be the premier market for U.S. canned sweet corn exports, accounting for 32 percent of the total volume shipped in calendar year 1993. Other important markets were Taiwan, Hong Kong, Germany, the United Kingdom, other Western European countries, Canada and Mexico. Exports of frozen sweet corn remained constant at 62,000 tons for both calendar year 1993 and 1992. Exports of fresh sweet corn in calendar year 1993 declined 13 percent from the year earlier, due mainly to lower shipments to Canada. Traditionally, Canada accounts for over 90 percent of U.S. fresh sweet corn exports.

U.S. imports of fresh, frozen and canned sweet corn in calendar year 1993 totaled 19,281 tons valued at $13.1 million, about the same as 1992

imports of 19,591 tons value at $12.8 million. In 1993, frozen corn accounted for about 48 percent of U.S. sweet corn imports, followed by canned corn with 37 percent and fresh corn with 15 percent. Thailand continued to be the major U.S. supplier of canned sweet corn to the United States accounting for about 84 percent of imports in 1993. Although U.S. imports of fresh sweet corn in 1993 fell nearly 44 percent, Mexico continued to account for the bulk, 91 percent, of these imports.

Average wholesale cut sweet corn prices, which had been strong since last fall at $9.42 per case of 24/303's and $17.38 per case of 6/10's, began to move lower in the third quarter of 1994 to $8.25 per case of 24/303's and $15.75 per case of 6/10's. This decline in prices was primarily due to the increased pack in 1994. In mid-1994 most canners switched from size 303 to 300 cans (15 percent less volume) for retail packs.

France

Canned sweet corn production in France in marketing year 1994 is estimated at 87,638 tons net weight, compared to 69,930 tons net weight in marketing year 1993. Excellent weather, which contributed to higher yields during marketing year 1994, was the primary factor for the increase in volume. According to the French Ministry of Agriculture Statistics, sweet corn yields in France were estimated at 17 metric tons of ears per hectare in 1993, and 14.5 tons of ears per hectare for 1992.

According to the French Canning Federation (CFC) and the French Corn Producers Association (AGPM), France is the leading European producer of sweet corn for canning, followed by Italy at a far second. French production is usually about 4 times the Italian production. In 1993, France produced 83 percent of the European Union's canned sweet corn production, with Italy producing the rest.

The harvesting season for sweet corn in France is from mid-July to early September. Most sweet corn producers also grow corn for animal feed, and therefore use the same machinery and similar techniques for both cultivations. The bulk of sweet corn farms use irrigation.

Sweet corn production in France is utilized for three types: fresh, frozen and canned. Fresh sweet corn production in France is not very competitive, because production is very seasonal and composed mostly of small producers. As a result, fresh sweet corn production in France is marginal. The AGPM estimates that the area planted to sweet corn for fresh consumption in 1994 is 350 hectares.

Until 1992, frozen corn was produced mostly in eastern France. The Alsace region has France's highest yields, about 7 tons of corn kernels per hectare, compared to other areas averaging about 5 tons per hectare. However, the only frozen corn processing company in Alsace, faced with serious financial difficulties, filed for the French equivalent of bankruptcy in March 1993. Currently, most of the frozen corn production is located in southwest France on about 2,000 to 3,000 hectares.

The largest part of France's sweet corn production is canned. The principal production area is also located in the southwestern region of the country, Aquitaine. About 98 percent of the farmers producing sweet corn are members of cooperatives. Corn canners are Avril, Cecab (which belongs to Daucy), Bonduelle, Geant Vert, and Lomco.

The sweet corn crop is sold by producers to canners through contracts. The average price paid per metric ton for 1994 crop was FF 473, down 13 percent from FF 543 in 1993, and FF 639 in 1992. (Average August 1994 exchange rate U.S.$1.00 = FF 5.3507)

According to AGPM, the average revenue received by French farmers in 1993 for sweet corn per hectare was estimated at FF 9,720.

Sweet corn production costs are estimated to be 10 to 15 percent higher than other corn production costs. However, prices paid to producers for sweet corn are also higher than the prices paid for other corn.

Sweet corn consumption in France started about 20 years ago, with consumption reaching its highest level in 1988. Since then, canned sweet corn consumption remained relatively stable. In 1994, per household consumption of sweet corn in France is estimated at about 700 grams per annum, compared to U.S. per household consumption of 2.5 kilograms per annum. Sweet corn in France is consumed mainly cold, while in the United States it is consumed mostly warm.

According to SECODIP, a French Consumer Survey Agency, French household consumption of sweet corn declined 3.3 percent in 1993, due to a decreased number of buyers and a lower quantity purchased by each consumer. About 80 percent of the French sweet corn consumers are under the age of 50 years old. During the past several years, sweet corn consumption has increased among middle and lower income groups. It is estimated institutional use of canned sweet corn decreased 6.7 percent in 1993.

France has been a net exporter of canned corn since 1989. In 1993, exports totaled 56,000 tons, doubling the volume exported in 1989. France's main markets were Germany, the United Kingdom, Italy, and Belgium. Exports to these countries accounted for about 75 to 80 percent of the total French exports. French exports of canned corn to the United States in 1993 totaled 56 tons. Shipments in earlier years have been zero.

France: Canned Sweet Corn Exports, Calendar Years 1990 - 93
(Metric tons)

Destination	1990	1991	1992	1993
Germany	8,734	10,296	14,727	20,123
United Kingdom	6,863	8,717	10,363	13,818
Italy	2,638	4,290	4,517	4,768
Belgium-Lux.	3,480	4,281	3,935	6,311
Spain	1,259	1,852	2,545	3,447
Switzerland	1,205	1,564	1,468	1,752
Others	3,842	2,777	3,863	5,874
Total	28,021	33,777	44,418	56,093

Source: U.S. Agricultural Counselor, France.

French imports of canned sweet corn in 1993 were estimated at 6,205 tons, down slightly from 6,357 tons registered in 1992. In 1990 and 1991, French imports of canned corn were almost twice the current level reaching 11,434 tons and 10,549 tons, respectively. In 1993, the United States, Italy and Hungary accounted for 75 percent of France's total imports. The United States share of the French canned corn market has declined from 58 percent in 1990 to 29 percent in 1993.

In France, the bulk of canned sweet corn is sold in supermarkets, packaged in metal cans, with small amounts packaged and sold in glass jars.

There are no import restrictions for canned sweet corn in France, but the product must be free of L. tryptophane amino-acid. For canned food products packed in liquid, in addition to the net product weight, the drained weight in metric units must also be indicated on the label. Also, imports of canned sweet corn into France are subject to a customs duty of 8 percent ad valorem, plus a variable levy. The variable levy in August 1994 was FF 631 per metric ton, down 26 percent from FF 853 per ton in August 1993. If the product is preserved with corn oil, there is an additional tax of FF 0.739 per liter levied on the oil contained in the product. All domestically produced and imported canned corn products are subject to the French value added tax of 5.5 percent.

Although processed as a vegetable, sweet corn is grown like a cereal and therefore the same EU regulations apply as for any other grain. CAP Reform encouraged a decrease in institutional prices (intervention) of corn, with an EU subsidy as a compensation.

Japan

The production of canned sweet corn in Japan in 1994 is forecast at 33,000 tons, up 15 percent from the revised level of 28,700 tons produced in 1993. Improved weather last summer was the primary factor for the rise in production.

Japan's sweet corn is produced solely in Hokkaido, the northern island.

Although Japan's canned sweet corn production volume appears to be on the rebound, industry

sources forecast that imports for 1994 will reach another record level of 68,000 metric tons due to the current appreciation of the yen over the dollar.

Because of relatively low prices paid for canned and frozen vegetables, including sweet corn, industry sources anticipate that consumption of canned corn in Japan in 1994 will exceed 100,000 tons. Approximately 72 percent of domestic canned sweet corn is whole corn and the rest is cream style.

Most of the domestic canned sweet corn, 92 percent, is typically distributed through retail outlets, particularly supermarkets, while the rest, 8 percent, is used in the food service industry. As imported canned sweet corn is relatively cheaper than domestic product, it is more popular with restaurant managers. Approximately 75 percent of sweet corn imports are distributed through retail channels, with the remainder being used by food service outlets.

The versatility and ease of preparing canned sweet corn makes it increasingly popular in Japan, especially with more Japanese women entering the work force, creating demand for convenience food items. Canned sweet corn is especially popular with young housewives and students. Given the current trend in Japan towards healthier eating, canned sweet corn with low salt and low sugar levels is becoming increasingly popular.

While Japan was experiencing its third consecutive year of economic recession, Japanese supermarkets and retail outlets last year used canned sweet corn as a leading sales promotion item. Last year's sales promotion prices now look like they are becoming regular shelf prices at many supermarkets. In 1994, retail prices of major U.S. national brands are down 10 percent, falling to approximately 180 yen (U.S.$1.84) for a size 4 can (435 grams or 15.34 ounces), and 130 yen (U.S.$1.33) for a size 7 can (235 grams or 8.29 ounces). The newly popular "private label brands", however, are even less expensive, sometimes falling to 100 yen (U.S.$1.02) per can.

Industry sources forecast that Japan's canned sweet corn market could reach an annual consumption of 9 million cases (based on size 4/24 cans) or 100,000 metric tons as early as this year. Assuming that domestic production remains stagnant at around 3 million cases, (which would fit the current general downward trend of Japanese agriculture) Japan's canned sweet corn consumption will continue to depend heavily on imports.

The United States continues to be the largest supplier of canned sweet corn to Japan, accounting for over 90 percent of total imports in 1993.

Currently, there is no significant third-country competition for the Japanese market, but recent imports from Australia, New Zealand and South Africa suggest that these countries could increase their shares in the Japanese canned sweet corn market in the near future.

Japan's frozen sweet corn market depends heavily on imports, which supply approximately 77 percent of total consumption. Industry sources forecast that imports will continue to increase gradually, but not significantly, in the near future. The United States is overwhelmingly the dominant supplier of frozen sweet corn. Although, their presence is still small, New Zealand, Australia and South Africa are increasing their shares of Japan's frozen sweet corn market.

Japan: Frozen Sweet Corn Imports, Calendar Year
(Metric tons)

Prepared or Preserved, Not Containing Added Sugar, Frozen	1992	1993	1994
United States	429	229	374
Others	0	458	2
Total	429	687	376

Uncooked or Cooked by Steaming or Boiling in Water, Frozen	1992	1993	1994
United States	33,944	35,119	19,674
Canada	241	24	24
New Zealand	5,036	6,047	3,084
Others	49	428	386
Total	39,270	41,618	24,068

Source: Japanese Customs Bureau, Ministry of Finance

The food service and processing industries are the major users of frozen corn (consisting over 80 percent of total consumption) in Japan. Industry sources forecast that frozen food consumption in Japan in 1994 will show a moderate increase over the same period a year earlier. This increase has occurred mainly as a result of the food service industry taking advantage of the low cost of frozen sweet corn imports which adds variety to local dishes, and also because the food processing sector is developing new products with frozen sweet corn.

In both the restaurant and manufacturing sectors, sweet corn in Japan finds a variety of uses unknown in the United States, such as pizza topping. Significant amounts of frozen sweet corn are consumed by Japan's multi-million dollar "ramen" (Chinese-style noodles) industry, both at noodle shops and in processing for dried ready-to-cook noodles. Retort food and freeze-dried food processing are also major areas of frozen sweet corn distribution.

Major Japanese supermarkets sold U.S. national brand whole kernel frozen sweet corn in October 1994 for 200 yen (U.S.$2.05) for a 200 gram pack (7.05 ounces), and a 300 gram pack (10.58 ounces) of private brand frozen sweet corn for 250 yen (U.S.$2.56). Many supermarkets continue to sponsor sales and import fairs, using both frozen and canned corn as "recession-beating" feature items.

It is forecast that a full-scale acceptance of processed sweet corn by the Japanese public school lunch program could significantly enhance the current market for U.S. frozen and canned corn.

Japan: Production, Supply and Distribution of Frozen Sweet Corn
(Metric tons)

	1992	1993	1994F
Beginning Stocks	0	0	0
Production	12,800	13,440	14,000
Imports	40,163	44,100	45,000
Total Supply	52,963	57,541	59,000
Exports	0	0	0
Dom. Consumption	52,963	57,541	59,000
Ending Stocks	0	0	0
Total Distribution	52,963	57,541	59,000

Source: U.S. Agricultural Counselor, Japan. F = Forecast

United Kingdom

The United Kingdom is not a major producer of canned sweet corn. Although small amounts of sweet corn are grown in the United Kingdom it is sold on the cob and there is no domestic production of canned sweet corn.

The United Kingdom imports all of its canned corn needs and has a well developed and stable market with limited growth potential.

Imports of canned sweet corn from the United States are subject to an import duty of 8 percent ad valorem plus a variable charge of £7.53324 per 100 kilograms (as of 9/12/94), for the tariff code 200580000.

The average import price of canned sweet corn from France (duty-free) for 1993 was £992 per ton.

United Kingdom: Average Import Prices, Calendar Year 1993
(CIF Basis)

Origin	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec
United States	636	696	713	733	657	712	708	686	677	746	694	681
Canada	817	818	904	864	819	833	804	780	762	711	781	755
Israel	766	834	821	738	709	744	765	720	759	757	717	819

Source: U.S. Agricultural Counselor, London.

The consumption of canned sweet corn has remained relatively stable at around 36,000 tons over the last 5 years. The major market trend that has occurred during the last 3 years has been a change in varietal demand. Naturally-sweet varieties have become more popular, as consumers have moved away from product with added salt and sugar. This is mainly due to increased dietary concerns.

Canned corn is normally sold at retail in two can sizes, 198 grams and 330 grams. Industry sources feel that can sizes are likely to decrease given the increased number of single-person households and the marketing strategy of reducing the individual pack price.

Distribution of canned sweet corn is divided between the foodservice industry (30 percent of market) and retail outlets (70 percent). At the retail level, the market is led by own-label product, which is priced beneath its branded competition. The supermarkets seek to establish prices in advance and allow profit margins to fluctuate in response to changes in import/wholesale prices.

According to industry sources, wholesale prices, which are not published, tend, on average, to be

50 percent higher than import price levels. The wholesale price includes import duties/levies, landing charges, distribution charges plus the trader's margin.

Price levels have been slightly higher than average during the last marketing year due to the relative weakness of the British Pound Sterling and the low U.S. 1993 harvest due to flood damage. The return of a good harvest in the United States this year will help prices in the United Kingdom return to normal levels.

Imports of canned corn are expected to remain relatively stable in volume terms during the rest of 1994 although the value of the trade is likely to fall due to increased U.S. production.

Given the nature of the United Kingdom's market, market-development activities are concentrated on value added product, i.e., mixes of canned sweet corn with other vegetables, etc. New product lines are often developed in cooperation between canners and importers, with retailers test marketing the new products.

Marketing efforts for canned corn are limited and are usually initiated by the importers/supermarkets rather than by the supplying country. U.K. supermarkets presently promote canned corn three or four times during the year by using discounted price promotions. Traders' anecdotal evidence suggests temporary sales increases during discounting, with no long term growth in demand. Generic country promotions may increase country share but total demand is unlikely to be affected. Branded promotions increase product awareness and total canned corn sales, but since many consumers purchase only on price, the lowest cost product benefits most. Unlike many other vegetables, which have peak demand periods, for instance Christmas, Easter, etc., the demand for canned sweet corn is constant. The significant exception to this is during discounting.

Due to the large price differential between canned and frozen sweet corn, there is limited competition between these two products. As well as being far cheaper, canned sweet corn has the advantage of smaller pack sizes. In the canned vegetable market sweet corn, which has a greater quality appeal, has gained market share at the expense of other vegetables, notably the historical market leader, canned peas.

Once the Uruguay Round agreement is fully implemented and duty rates reduced from 8.0 percent plus 147 ECU per metric ton to 5.1 percent plus 94 ECU per ton, canned sweet corn from the United States is expected to become more attractive. At the present time the landed price (including duty) of product from the United States is slightly higher than that of France, which is duty free.

On the policy side, canned sweet corn is governed by the 1990 Food Safety Act which governs all trading of foods in the United Kingdom. This Act deals with both food safety and consumer protection. In accordance with this Act it is an offense to sell food which does not comply with the food safety requirement. All parties involved in the food distribution chain are subject to the Act.

Packaging must adhere to EU labeling legislation. Canned corn produced as "own-label" brands will have labeling which adheres to this legislation as the labels are designed by the United Kingdom's supermarkets. U.S. brands must ensure that appropriate labeling is used.

Germany

The production of canned sweet corn in Germany is virtually non-existent, and supply is almost exclusively dependent upon imports. Prior to 1993, an Italian owned company canned limited quantities of domestic sweet corn. Because of several factors, the production line closed down by the end of 1993.

Germany's consumption of canned sweet corn has been trending upward, with imports nearly doubling between 1988 and 1993. The pace of German imports of canned sweet corn during the first half of 1994 indicates that overall imports for the entire year will total about 50,000 tons. Industry experts expect imports to continue to rise for the next several years. German exports of canned sweet corn are minimal. In 1993, Germany's exports totaled only 1,000 tons, with intra-EU trade accounting for nearly 90 percent of the total.

Throughout the 1980's and early 1990's, the United States was the dominant supplier of canned sweet corn to Germany, supplying approximately one-third of the import market. Since 1992, France has taken over as the leading supplier of

canned sweet corn to Germany, exporting nearly 20,000 tons in 1993. Other important suppliers included Italy, Canada, Israel and Thailand. Historically, Thailand has exported limited quantities of canned sweet corn to Germany. Although, recently, Hungary has emerged as a significant supplier, capturing about 10 percent of the market since the early 1990's.

The low level of U.S. exports during the first half of 1994 is largely attributed to the poor corn crop of 1993. U.S. sales are expected to rebound during the second half of 1994 and throughout 1995. However, there remains some question as to the long-term competitiveness of U.S. exports of canned sweet corn to Germany in light of expanded production of edible corn in Europe and the lower cost of production which is evident in Hungary and Eastern Europe.

There is currently an 8 percent value added tax on third country imports of canned corn. Also, an additional variable levy is applied on product with sugar added.

Germany: Canned Sweet Corn Imports 1/
(Metric tons)

Origin	1991	1992	1993	1994 2/
United States	11,415	11,458	14,125	3,041
France	9,949	17,964	19,713	13,561
Italy	5,747	5,455	4,433	2,403
Hungary	3,623	5,538	4,344	4,306
Canada	1,419	1,340	865	514
Thailand	3,172	2,594	1,727	1,820
Israel	2,631	873	551	143
Others	530	605	832	523
Total	38,486	45,827	46,590	26,311

Source: U.S. Agricultural Counselor, Germany.
1/ Data includes tariff codes: 200580002, 200580009, and 200580000.
2/ January-June.

Taiwan

The production of sweet corn in Taiwan is mostly for fresh consumption. In an effort to support the domestic processing industry's need for raw product, the Council of Agriculture approved the importation of frozen corn, as well as frozen mushrooms and bamboo shoots from Mainland China in August 1994. These imported vegetables will be available only to frozen vegetable processors and can only be used in product for export. These imported products will be allowed entry into the country for a trial period of one year. Nonetheless, Taiwan has been importing frozen sweet corn from other suppliers for a number of years. In 1993, Taiwan imported 3,200 tons of frozen corn, up 9 percent from 1992. The United States has accounted for the lion's share of all imports during both of these years.

Taiwan imports of canned sweet corn in 1993 totaled 15,381 tons, down 17 percent from 1992. Imports from the United States accounted for 95 percent of total in 1993, and 95 percent of its imports in 1992. Other smaller suppliers in 1993 included Indonesia, France, and Italy.

Taiwan imposes an import duty of 20 percent ad valorem on canned sweet corn, and 25 percent ad valorem on frozen sweet corn. These products are imported through the normal grocery channels, and an increasing proportion is retailed through the fast growing local supermarkets.

(For further information on supply, distribution, and trade, contact Emanuel McNeil, 202-720-2083. For information on U.S. export marketing opportunities, contact Steve Shnitzler at 202-720-8495.)

United States: Production, Supply and Utilization for Sweet Corn for Freezing, Net Product Weight (Metric tons)

Calendar	Stocks Begin.	Production	Imports	Total Supply	Exports	Stocks Ending	Domestic Year Use
1991	198,124	358,096	5,813	562,033	57,808	213,558	290,667
1992	213,558	345,739	7,105	566,402	62,171	222,459	281,772
1993	222,459	309,034	9,167	540,660	62,307	168,358	309,995

Source: Economic Research Service, Vegetables and Specialties Report-July 1994.

United States: Production, Supply and Utilization for Fresh Sweet Corn, Farm Weight (Metric tons)

Calendar Year	Stocks Begin.	Production	Imports	Total Supply	Exports	Stocks Ending	Domestic Use
1991	0	680,169	6,112	686,281	31,075	0	655,206
1992	0	808,945	5,164	814,109	42,709	0	771,400
1993	0	770,480	2,909	773,389	34,241	0	739,148

Source: Economic Research Service, Vegetables and Specialties Report-July 1994.

United States: Production, Supply and Utilization for Canned Sweet Corn, Net Product Weight (Metric tons)

Calendar Year	Stocks Begin.	Production 1/	Imports	Total Supply	Exports	Stocks Ending	Domestic Use
1991	na	712,938	8,077	721,015	131,324	na	589,691
1992	na	679,180	7,322	686,502	149,453	na	537,049
1993	na	536,784	7,205	543,989	173,366	na	370,623

1/ Converted from farm weight equivalent to net product weight by using a factor of 2.463.
2/ Economic Research Service.
3/ Bureau of the Census, U.S. Department of Commerce. Note: na = not available.

France: Production, Supply and Utilization for Canned Sweet Corn, Product and Net Product Weight (Metric tons)

Year	Stocks Begin.	Product. 1/	Net Product.2/	Imports	Total Supply	Exports	Stocks Ending	Domestic Use
1991	9,310	75,659	71,876	12,531	97,500	32,834	23,439	41,227
1992	23,439	76,834	72,992	6,134	106,407	41,340	22,743	42,324
1993	22,743	73,611	69,930	7,991	104,345	48,831	13,304	42,210
1994	13,304	92,251	87,638	4,820	110,375	62,017	6,258	42,100

Source: U.S. Agricultural Counselor, Paris.
1/ Referred to as " tons 1/2 brutes" which includes the weight of the product, the water contents and the can. 2/ Referred to as "tons net" which includes the weight of the product and the water.

Japan: Production Supply and Utilization of Canned Sweet Corn, Net Product Weight (Metric tons)

Year	Stocks Begin.	Production	Net Product.	Imports	Total Supply	Exports	Stocks Ending	Domestic Use
1992	0	32,800	22,000	50,760	83,560	0	3,000	80,560
1993	3,000	28,700	19,300	63,956	95,656	0	0	95,656
1994	0	33,000	22,400	68,000	101,000	0	0	101,000

Source: U.S. Agricultural Counselor, Paris.

United States: Exports of Canned Sweet Corn, Calendar Year (Metric tons)

Destination	1991	1992	1993
Canada	5,131	2,033	3,410
Mexico	1,975	2,618	3,815
Sweden	2,995	3,590	4,222
Norway	2,788	2,159	3,794
Denmark	3,014	1,276	3,710
United Kingdom	14,980	20,764	16,918
Netherlands	4,346	7,576	10,114
France	5,231	2,744	1,883
Germany	13,936	13,971	17,791
Korea	2,178	3,515	5,661
Hong Kong	14,156	12,841	14,013
Taiwan	11,573	16,538	16,632
Japan	34,306	43,970	56,011
Others	14,715	15,858	15,392
Total	131,324	149,453	173,366

Source: Bureau of the Census, U.S. Department of Commerce.

United States: Exports of Fresh and Frozen Sweet Corn, Calendar Year
(Metric tons)

Destination/ Fresh:	1991	1992	1993
Canada	28,146	38,182	32,010
United Kingdom	2,105	3,174	1,479
Mexico	249	412	199
Switzerland	0	327	315
Others	575	614	238
Total	31,075	42,709	34,241
Frozen:			
Hong Kong	1,846	4,239	4,235
Taiwan	2,619	2,684	2,081
Japan	33,046	35,859	38,816
Australia	3,759	5,070	6,202
Canada	649	3,085	2,117
Mexico	2,417	3,243	2,649
Kuwait	77	237	350
Saudi Arabia	247	200	377
Others	13,148	7,554	13,034
Total	57,808	62,171	62,307

Source: Bureau of the Census, Department of Commerce.

United States: Imports of Fresh, Frozen and Canned Sweet Corn
(Metric tons)

Origin/ Fresh:	1991	1992	1993
Mexico	5,599	4,285	2,649
Canada	491	879	245
Others	22	0	15
Total	6,112	5,164	2,909
Frozen:			
Canada	5,678	6,924	8,767
Guatemala	60	85	54
Thailand	29	81	39
Others	46	15	307
Total	5,813	7,105	9,167
Canned:			
Thailand	7,476	6,887	6,099
Canada	68	152	563
Mexico	196	58	285
Others	337	225	258
Total	8,077	7,322	7,205

Source: Bureau of the Census, Department of Commerce.

Table Grape Situation for Selected Countries

Selected-country table grape exports for 1994 are forecast to rise to 1.73 million tons, about five percent above the previous year, based on higher production and larger exportable supplies in the European Union, primarily Greece, Italy, and Spain. Preliminary assessments of the 1994 crop in the United States suggest increases over the previous year. U.S. exports in 1994 are forecast at 210,000 tons, the highest level in four years. India's 1994 export campaign to selected EU markets was reportedly below expectations due to quality problems. Shipments of table grapes from Southern Hemisphere countries in 1994 are revised upward to 536,000 tons, the highest level in four years, due to improved export availabilities.

Southern Hemisphere

Argentina, Chile, and South Africa

Revised estimates of the 1994 table grape harvest in Argentina, Chile, and South Africa point to a combined production of about 1.1 million tons, only slightly lower than the level presented in our last report (FHORT-4-94) and about 2.5 percent above 1993 outturn. Over the past four years the Southern Hemisphere producers have accounted for about a third of global trade in table grapes when trade within the EU is included. There has also been a concurrent increase in vineyard investment and improvements in post-harvest technology that have resulted in larger export availabilities of better quality fruit. During this period, U.S. growers have adjusted to this bipolar production by switching to varieties that complement, rather than compete with, exportable supplies from the Southern Hemisphere. This has been key to the good health of the U.S. industry, as Southern Hemisphere producers are primarily export oriented.

Table grape production in 1994 in Argentina recovered somewhat from last season's frost-reduced crop to 120,000 tons, still below the 5-year average. Production in South Africa for 1994 is expected to have reached a record 133,000 tons, as weather conditions returned to normal. South Africa's table grape exports have been bolstered by a devalued Rand and the lifting of trade sanctions in many markets.

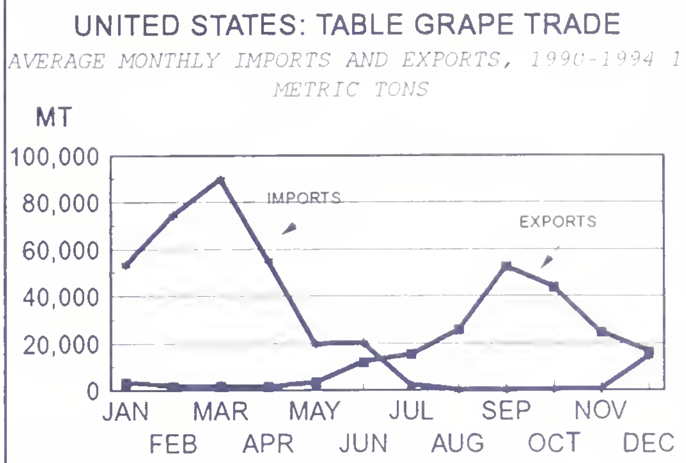
Chile leads Southern Hemisphere exporters and diversifies markets

Table grape output in Chile, the premier Southern Hemisphere exporter of table grapes, reached 855,000 tons, unchanged from last year. Chile's production in coming years is likely to stabilize, as output from new plantings and immature vines are balanced by areas with declining yields or by the uprooting of unprofitable vineyards. The current leveling of production is in part due to comparatively better prospects for wine grapes than for table grapes. Excellent prices and strong demand in the early stages of the season helped boost Chile's exports to an estimated 450,000 tons in 1994. The table below shows that about 60 percent of Chile's table grape exports went to the United States in 1993. According to industry sources, the pace of shipments to the United States was slowed to almost a standstill during the severe winter of 1994. This depressed prices and lowered margins for many Chilean shippers. Over the past several years Chile has pursued a strategy of diversifying export markets. One of the areas of interest is neighboring Latin America, where improving national economies and lowering of import barriers could support development of lucrative table grape markets.

CHILE: Table Grape Exports
(Calendar Years; Metric Tons) 1/

Market	1990	1991	1992	1993
United States	333,807	288,160	279,513	264,106
Netherlands	52,592	62,869	69,637	64,014
United Kingdom	12,267	16,310	15,575	15,059
Mexico	n/a	n/a	10,965	18,040
Saudi Arabia	8,726	7,997	8,590	n/a
Japan	7,678	2,880	4,002	4,181
Brazil	6,953	7,808	n/a	3,167
Belgium	4,939	2,943	4,651	4,935
Hong Kong	3,220	5,649	7,372	8,439
Others	20,039	28,384	28,475	59,059
TOTAL	450,221	423,000	428,780	441,000

Source: USDA/FAS post reports from Santiago.
1/ Data for 1993 are preliminary; "n/a" denotes volume not specified.



Source U.S. Census data
1/ Monthly data are averaged for period 1990-1993; for 1994 the JAN-AUG period is included in the annual average

NORTHERN HEMISPHERE

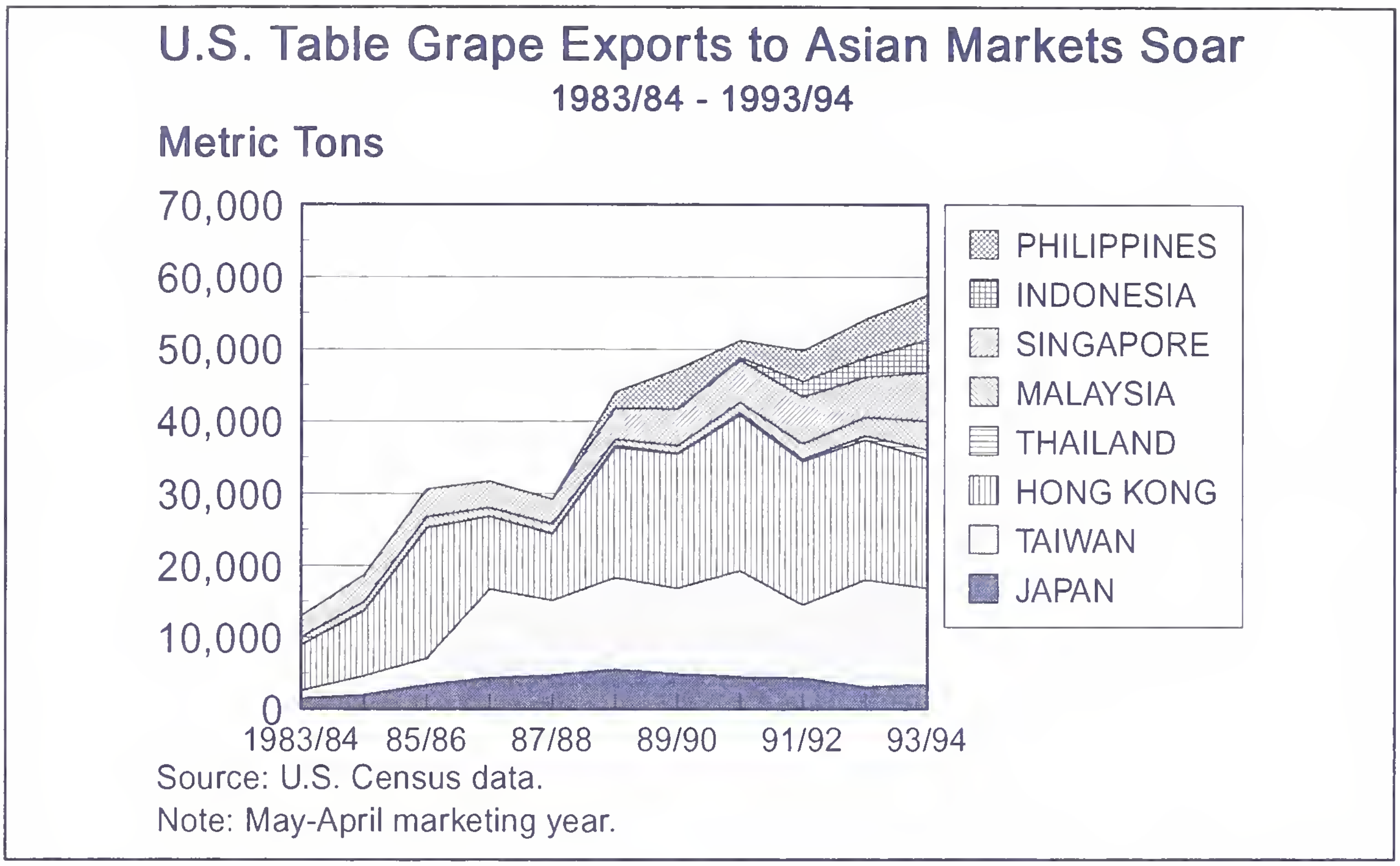
United States

The revised U.S. crop estimate for table grapes in 1993 is about 705,200 tons, up slightly from the level in the previous year. Although the official estimate for the 1994 crop will not be released until early next year, preliminary indications point to a slightly larger crop. Exports during calendar 1994 are projected to reach 210,000 tons on the steady pace of shipments through September. Although one of the top competitors in world table grape trade, the United States is a net importer. The graph shows that, on average, imports occur primarily during the first half of the year and supplement dwindling domestic supplies. Imports fall precipitously leading into the start of the U.S. table grape harvest.

NAFTA and the Asian Tigers are major U.S. markets.

About 59 percent of total U.S. table grape exports in 1993/94 (May/Jun) were shipped to NAFTA neighbors. Although currently small in relation to Canada, Mexico offers tremendous potential as an export market for U.S. table grapes. Growth in Mexico is somewhat constrained by import duties (18 percent in 1994) that will be phased out over the next nine years under NAFTA. However, U.S. grapes already enter Mexico duty free from October 15-June 1, a fact that will help fuel late-season sales from California. The pace of exports to Mexico in May-Aug 1994 is already over seven times the level for the same period last year. Moreover, the five-fold jump in table grape exports (primarily Red Globe and Thompson Seedless) to Mexico last year reflects the replacement of import licensing restrictions with a pre-NAFTA quota, and the conclusion of the phytosanitary agreement between the two governments.

Asia continues to be one of the fastest growing regions for U.S. table grapes. Lead by mature markets in Japan and Taiwan, the region has recently roared to life as the emerging industrializing countries of Southeast Asia have begun to demand imported fruit. Exports to Singapore, Indonesia, Malaysia, and the Philippines reached 22,750 tons in 1993/94 (May/Jun), almost twice the volume shipped four years earlier. Although small (10 percent) in relation to the total volume of export sales, Southeast Asia presents growth potential for U.S. table grapes. Continued brisk economic growth throughout the region will doubtless translate into higher trade flows for consumer goods including horticultural commodities such as table grapes. Prospects on the trade policy front also appear promising, as witnessed by the resolution on free trade put forward at the recently completed Asia Pacific Economic Cooperation (APEC) conference in Jakarta.



The following table presents domestic shipment data for California's many varieties of table grapes over the last five marketing years (May/Apr). Thompson Seedless is by far the most abundant variety.

Domestic Shipments of California Table Grapes By Variety, May/Apr Years; 1,000 Lugs 1/

Variety	89/90	90/91	91/92	92/93	93/94
Thompson	25,475	24,940	22,477	23,185	23,998
Emperor	4,178	4,152	3,955	3,141	2,838
Ribier	1,684	1,776	1,224	877	1,184
Perlette	3,489	3,294	3,958	3,983	3,519
Superior	1,870	2,087	1,904	2,245	2,293
Ruby/Red	4,132	5,395	5,606	4,582	6,393
Flame	13,228	14,952	14,379	13,830	15,616
Redglobe	1,451	2,356	2,559	4,627	5,490
Chris.Rose	842	1,050	860	1,048	1,267
Other White	1,589	1,734	1,578	1,086	1,117
Other Color	2,645	3,324	3,064	3,263	3,890
TOTAL	60,583	65,060	61,564	62,596	66,792

Source: California Table Grape Commission 1994.
1/ A lug unit equals 12.7 kilograms.

Chile and Mexico supply the off-season market in the United States

Chile dominates the U.S. market for imported table grapes, with Mexico a distant second. Together these two suppliers accounted for 98 percent of total table grape imports over the past five years. Imports from Mexico face a zero percent duty.

MEXICO

Mexico's production of table grapes in 1994 is forecast at 238,000 tons, about eight percent below last season due to a smaller harvested area. Tight credit, higher input costs, and low prices have slowed new plantings and restrained input usage. Producers indicate that the table grape market is uncertain. Growers therefore sold more grapes to the processing industry than to the fresh market. Overall, producers indicate that without major new incentives or changes in the market, only limited expansion will occur. Water availability, is a limiting factor in some areas that forces growers to redouble efforts to become more efficient. The infrastructure of cold storage facilities reportedly needs improving,

particularly in the large wholesale markets. For example, improved access to cold storage will enable growers in Sonora state to obtain better prices by spreading sales through a longer period of the year.

The United States is the major export market for Mexican table grapes. So far this marketing year (May to September), exports to the United States are just over 41,000 tons. The final figure will likely be above exports for last year.

Since the start of 1991 and the implementation of the Mexico-Chile Free Trade Agreement, Mexico's purchases of grapes from Chile have expanded rapidly. According to official data, imports from Chile totaled 11,000 tons in 1992, followed by 19,946 tons in 1993. For 1994, Mexico's imports of Chilean table grapes are expected to rise again to about 24,000 tons.

ITALY

Italy is the world's leading exporter of table grapes. About 80 percent of Italy's table grapes are grown in the regions of Apulia and Sicily. Seventy percent of total production is of two varieties, the Regina and the Italia. The share of total production from the early-season variety Regular Seedless (a recent import from the United States) is forecast to increase in coming years. Total production of table grapes in 1994 is forecast to reach 1.65 million tons, a seven percent rise from the previous year based on higher yields.

About 41 percent of Italy's total table grape production is bound for export channels. Exports from the 1994 harvest are expected to reach 680,000 tons, up about six percent from last season. The devaluation of the Lira continues to improve the attractiveness of Italian fruit in export markets. EU export subsidies on table grapes are set at 4.84 ECU/100 kilogram net weight. The table in the next column shows that most of Italy's table grape exports are bound for EU member states.

ITALY: Table Grape Exports
Calendar Year; Metric Tons

Market	1990	1991	1992	1993
France	92,523	112,701	112,434	123,472
Germany	194,886	215,557	240,273	294,447
Benelux	25,063	27,943	32,505	35,233
Switzerland	23,724	22,622	26,062	30,629
Austria	19,693	23,520	27,742	30,990
United States	55	79	140	220
Others	78,840	57,817	79,379	63,460
TOTAL	411,721	460,239	518,535	643,840

Source: USDA/FAS reports and Eurostat data.

GREECE

Table grape production in Greece in 1994 is forecast to reach 340,000 tons, down about four percent from last year due to smaller area harvested. The area planted to table grapes is gradually declining in step with EU restructuring programs. One program calls for the reduction of area planted to grapes (excluding vineyards on Crete) from the current estimated level of 21,000 hectares to a maximum of 20,000 hectares by 1996 (EU Reg. No. 895/85), for which the EU will pay growers 50 percent of the costs. Another program is aimed specifically at vine-pulling and abandonment to achieve a balance of grape and wine production (EU Reg. Nos. 1422/88, 2729/88, 1357/93, and 3255/93). The EU Commission covers 100 percent of the costs incurred in this program. Yet another program for control of phyloxera on Crete (EU Reg. No. 2052/88) was recently extended. Perhaps as much as 50 percent of table grape vineyards are irrigated.

Exports during 1993 totaled 95,000 tons, of which about 38,000 tons were of the Sultanina variety. The export forecast of the crop harvested in 1994 is a conservative 100,000 tons, almost all of which are destined for EU countries.

The following table presents indicative wholesale prices at the Athens Central Market during 1993.

TABLE GRAPES: WHOLESALE PRICES
Athens Central Market 1993

Variety	Period	Drachmas/Kg
Victoria	July 15-September 30	90-250
Cardinal	July 15- October 9	80-250
Sultanina	August 1- November 30	200-550
Rozaki	August 25-November 25	80-130
Muscat	September 1-December 12	90-120

Source: USDA/FAS report GR4029; U.S.$ 1.00 = 228.56 Drachmas in 1993.

FRANCE

French production of table grapes in 1994 is expected to decline by nine percent from last season, due to smaller area harvested and a damaging late frost in April. Although increasing in the early years of the 1990's, table grape production in France has been declining since the 1970's. Changing consumption patterns and EU regulations prohibiting additional plantings of table grapes have contributed to this decline. The area planted to table grapes, currently estimated at 15,500 hectares (mostly in the Provence Cote d'Azur region), has shrunk by 55 percent since the end of the 1970's. Three varieties represent about 75 percent of total production: Chasselas (35,000 tons), Muscat (35,000 tons), and Alphonse Lavallee (20,000 tons).

White varieties (Italia, Muscat, and Chasselas) are preferred, accounting for about 65 percent of domestic consumption. The Italia variety reportedly fits well into the new consumption patterns as a snack or quick lunch supplement.

France is an exporter of comparatively limited quantities on table grapes, mostly to neighboring countries. In fact, France is a rather large net importer of table grapes, primarily from Italy and Spain. The table in the next column shows that off-season shipments primarily come from Chile and South Africa.

FRANCE: Table Grape Imports
Calendar Years; Metric Tons

Supplier	1990	1991	1992	1993
Italy	96,862	114,245	110,604	112,104
Spain	17,951	37,014	33,926	28,090
Chile	4,182	5,314	9,250	8,650
South Africa	2,960	1,935	2,838	1,588
Brazil	55	56	742	849
Argentina	302	50	200	8
Others	5,673	5,059	1,799	3,078
TOTAL	127,985	163,673	159,359	154,377

Source: USDA/FAS report FR4068 (19992 &1993) and Eurostat data (for 1990 & 1991).

SPAIN

Spanish table grape production in 1994 is forecast to recover to 406,700 tons, an 18 percent rise from the previous season, but well below the 5-year average production of 422,800 tons. The majority of Spanish table grape vineyards are located in the Mediterranean coastal areas from Castellon to Malaga, with Alicante being the primary producing area. Spain grows more than 20 commercially important varieties, including Muscat, Rosetti, Italia, Aledo, Ohanes, Cardinal, Chelva, and Napoleon.

After years of decline, the area planted to table grapes appears to have stabilized at about 57,600 hectares. The EU vine-pull program has thus far met with limited acceptance in Spain due to its improved market access after integration with the EU, and, importantly, to the absence of substitute crops.

The Vinalopo valley in Alicante is currently the only area to have qualified for "Denominacion de Origen," a designation that attracts a price premium. Growers in this area wrap the grape bunches on the vine to protect quality. Alicante province is also the site of research into seedless grape varieties for export.

Approximately 90 percent of domestic table grapes are marketed between August and December. Prices for some of the main varieties are listed on the next page.

TABLE GRAPES: WHOLESALE PRICES
Average Monthly 1993

Variety	Period	Location 1/	Pesetas/Kg
Italia	August	local market	45
Italia	September	"	30-55
Italia	October	"	30-70
Aledo	October	"	80-90
Aledo	November	Alicante	70-80 (bag)
Italia	November	"	40-50 (bag)

Source: USDA/FAS report SP4038; U.S.$ 1.00 = 130 Pesetas.
1/ Location is in region of production.

Table grape shipments in marketing year 1994 are forecast to rebound to 125,000 tons based on larger export availabilities. Spain's export season usually begins in July and ends in February. Most shipments (primarily of Ohanes, Aledo, and Napoleon varieties) occur during the October-December period, mainly to France, Germany, and the United Kingdom (see below). Imports of table grapes are mostly from other EU countries; off-season imports come almost exclusively from Chile. Spain is not considered a potential market for non-EU Northern Hemisphere producers due to the large domestic production and lengthy season.

SPAIN: Table Grape Exports
Calendar Years; Metric Tons

Market	1990	1991	1992	1993
EU members	70,901	75,258	109,427	97,382
Sweden	4,946	4,444	3,812	2,652
Switzerland	2,214	2,975	2,685	2,283
Norway	3,702	3,594	2,306	1,479
Austria	892	690	1,633	1,036
Finland	3,138	2,890	1,575	2,408
Canada	1,512	2,117	759	716
Czech Rep.	122	81	358	464
Poland	0	94	282	0
Others	2,880	3,783	439	780
TOTAL	90,307	95,926	123,276	109,200

Source: USDA/FAS report SP4038 and Eurostat data.

TURKEY

Turkey is one of the leading producers of table grapes in the world. Production in 1994 is forecast at 3.7 million tons, unchanged from the previous year. About 40 percent of Turkey's harvest is consumed as fresh table grapes, with an equal amount processed in the dried form.

Fresh table grape exports in 1994 are forecast to reach 26,000 tons, an increase of about 15 percent from last season's campaign due to expected continued strong demand from Germany, Austria, and Saudi Arabia, which collectively account for about 90 percent of Turkey's export shipments.

JAPAN

Japan's table grape production in 1994 is expected to reach 271,900 tons, a rise of five percent over last season as yield increases more than compensated for a slight reduction in area harvested. Despite the gradual contraction of area planted to table grapes, new investment in higher yielding varieties will mean that output remains steady for the near term.

JAPAN: Grape Production by Variety
Calendar Years; Metric Tons 1/

Variety	1992	1993	1994
Kyoho	70,300	70,800	73,600
Delaware	78,000	71,000	72,200
Campbell's Early	30,400	26,700	28,100
Muscat Berry A.	22,200	18,800	19,800
Koshu	13,400	14,100	13,200
Neo Muscat	9,600	7,940	8,010
Pione	10,200	11,100	12,800
Others 2/	42,000	39,550	44,190
TOTAL	276,100	259,900	271,900

Source: Japan Min. of Agriculture and Fisheries published in USDA/FAS report JA4090.
1/ Data for 1994 are preliminary.
2/ Others includes hothouse grown grapes and wine varieties.

Japan's import demand for table grapes over the past three years has been relatively stable, fluctuating between 7,500 tons and 7,800 tons. The United States and Chile are the dominant suppliers, accounting for over 96 percent of total imports. Japan remains an important, although fairly stagnant, market for U.S. table grapes, with volumes flat or dropping over the past several years. However, the unit value has increased as Japan has shifted toward higher-value varieties such as the Red Globe and away from the Emperor grape. Japanese consumers prefer Red Globes because of their large berry size and easily peeled skin.

JAPAN: Imports of U.S. Table Grapes
Calendar Years; 1,000 Metric Tons; $1,000

	1987	1988	1989	1990	1991	1992	1993
Quantity	5.1	5.4	4.2	4.5	4.1	2.9	3.3
Value	8.2	9.5	7.6	8.4	8.6	6.3	8.1

Source: USDA/FAS report JA4090.

JAPAN: Table Grape Imports
Calendar Years; Metric Tons

Supplier	1991	1992	1993	1994 (Jan-Jun)
United States	4,106	2,963	3,295	387
Taiwan	471	626	260	0
Thailand	8	1	1	0
China	41	9	0	0
Chile	2,873	4,010	4,170	4,510
New Zealand	70	42	49	44
Others	0	0	0	1
TOTAL	7,568	7,651	7,775	4,942

Source: Japan Finance Ministry, Customs Bureau in USDA/FAS report JA4090.

INDIA

India's recent entry into the export table grape market appears to be making headway, but at a pace slower than expected. The 1994 campaign (February-April) to the comparatively high-value EU and Scandinavian markets is now estimated to have reached about 2,750 tons. Earlier predictions of 1994 exports to Europe were pegged at between 7,000 and 8,000 tons of Thompson Seedless grapes. Crop damage and subsequent quality loss resulting from rains was a significant problem during the 1994 season. Exporters were reportedly unable to supply adequate quality grapes for the U.K. market. However, there is still interest from the U.K. supermarket chains, and exporters are receiving inquiries from Germany and Scandinavia.

Area planted to table grapes in Maharastra state is forecast higher for the coming year, and thus far favorable weather conditions have prevailed. There have been adequate rainfall and normal temperatures. Moreover, there has been considerable investment in production capacity and export facilities. Total exports are therefore expected to rebound to between 15,000 and 18,000 tons in the coming year, and shipments to non-Middle Eastern destinations will rise.

Indian Exports of Table Grapes 1/
(Calendar Years, 1991-1995; Metric Tons)

Market	1991	1992	1993	1994	1995 2/
Gulf	5,300	11,000	11,000	8,250	12,000
United Kingdom 3/	0	0	1,000	2,750	4,500
TOTAL	5,300	11,000	12,000	11,000	16,500

Source: GOI data for 1991 and 1992; preliminary data for 1994 are based on discussions with exporters and industry sources. !995 is forecast.

1/ Exports are primarily Thompson Seedless variety.

2/ Forecast

3/ For 1993, exports to the United Kingdom; for 1994 and 1995 assumes additional EU and Nordic markets.

(For further information on supply, distribution, and trade, contact Ross Kreamer at 202-720-9903. For information on U.S. export marketing opportunities, contact Elise Pinkow at 202-690-1341. For information on production, contact Kelly Kirby Strzelecki at 202-720-6791.)

TABLE GRAPES: PRODUCTION, IMPORTS & EXPORTS IN SELECTED COUNTRIES
(Metric Tons)

COUNTRY/ YEAR 1/	PRODUCTION	IMPORTS	EXPORTS
NORTHERN HEMISPHERE			
France			
1991	70,400	162,900	11,100
1992	89,200	159,300	13,900
1993	102,800	154,300	15,500
1994	88,000	170,000	13,000
Greece			
1991	373,672	211	109,298
1992	336,198	233	106,881
1993	353,283	250	95,000
1994	340,000	250	100,000
Italy			
1991	1,410,790	11,390	461,090
1992	1,678,000	11,515	513,840
1993	1,540,000	10,000	643,800
1994	1,650,000	10,000	680,000
Spain			
1991	461,600	2,900	115,900
1992	403,100	4,100	123,300
1993	344,800	13,000	109,200
1994	406,700	7,000	125,000
SUBTOTAL EU			
1991	2,316,462	177,401	697,388
1992	2,506,498	175,148	757,921
1993	2,340,883	177,550	863,500
1994	2,484,700	187,250	918,000
Japan			
1991	270,600	7,600	0
1992	276,100	7,700	0
1993	259,900	7,800	0
1994	271,900	8,000	0
Mexico			
1991	345,000	4,000	45,000
1992	285,000	12,700	42,000
1993	258,000	30,000	47,500
1994	238,000	36,000	40,000
Turkey			
1991	3,600,000	0	12,223
1992	3,450,000	0	16,170
1993	3,700,000	0	22,536
1994	3,700,000	0	26,000
United States 2/			
1991	726,110	332,475	200,327
1992	697,625	316,919	189,831
1993	705,200	321,467	203,813
1994	N/A	310,000	210,000
SUBTOTAL Northern Hemisphere			
1991	7,258,172	521,476	954,938
1992	7,215,223	512,467	1,005,922
1993	7,263,983	536,828	1,137,349
1994	n/a	541,250	1,194,000
SOUTHERN HEMISPHERE			
Argentina			
1991	160,000	0	11,663
1992	150,000	0	6,984
1993	110,000	0	4,500
1994	120,000	0	6,000
Chile			
1991	795,000	0	423,000
1992	795,000	0	429,000
1993	855,000	0	441,000
1994	855,000	0	450,000
South Africa			
1991	112,212	0	65,313
1992	127,100	0	77,607
1993	116,075	0	67,075
1994	133,000	0	80,000
SUBTOTAL Southern Hemisphere			
1991	1,067,200	0	499,976
1992	1,072,107	0	513,591
1993	1,081,075	0	512,575
1994	1,108,000	0	536,000
TOTAL SELECTED COUNTRIES			
1991	8,325,384	521,476	1,454,914
1992	8,287,330	512,467	1,519,513
1993	8,345,058	536,826	1,649,924
1994	N/A	541,250	1,730,000

1/ Calendar year for all countries except Chile, for which the year begins in the previous December (i.e., December 1993 for the "1994" year). All data for 1994 are forecasts. 1994 production data for United States not available until January 1995.

2/ U.S. export data include substantial quantities that are re-exported. U.S. trade data for 1989 and 1990 have been revised as follows: 1989 imports = 280,723 tons; 1989 exports = 191,887 tons; 1990 imports = 373,553 tons; 1990 exports = 205,562.

Walnut Situation and Outlook

Walnut exports from selected countries reached a record 179,102 metric tons in 1993/94 despite record supplies. Strong demand from European Union countries and Japan boosted exports. Total U.S. walnut exports in 1993/94 reached a record $155 million--13 percent above the previous season's value. Walnut supplies in selected countries in 1994/95 are forecast down 2 percent due to reduced production prospects in the two largest producing countries, China and the United States. The volume of walnut exports in 1994/95 is forecast to rise by 4 percent as international demand is expected to continue strong.

Walnut production in selected countries in 1994/95 is forecast at 513,581 metric tons (inshell basis), down 8 percent from the record 1993/94 harvest. The two major producers, China and the United States, account for nearly all of the expected decrease in output. Total walnut supplies are also expected to be down, but only by 2 percent, as record carry-in stocks in the United States will partially offset lower production prospects. World walnut exports in 1994/95 are forecast to increase by 4 percent to a record 187,000 tons as international demand is expected to continue strong. The United States is expected to account for the bulk of the increase in exports.

United States

Based on objective survey data, U.S. walnut output for 1994/95 is forecast at 199,581 tons, down 15 percent from 1993/94's revised record outturn of 235,868 tons. The average nut set per tree is estimated down 14 percent from the previous year, with 95.6 percent sound kernels inshell.

Although U.S. walnut production is forecast to decrease, total U.S. supplies in 1994/95 are forecast up 1 percent due to a record stock carry-in. U.S. walnut stocks increased sharply in 1993/94 as consumers, bakers, and other intermediate users of walnuts apparently shifted to lower priced pecans. As a result, U.S. walnut consumption in 1993/94 decreased by 19 percent to 107,825 tons. In 1994/95 walnut consumption is expected to recover as consumers are expected to shift back to walnuts which should be more favorably priced vis-a-vis pecans. Pecan prices are expected to increase this season due to a smaller domestic pecan crop.

Total U.S. walnut exports in 1993/94 increased by 11 percent to 90,702 tons. Exports of inshell walnuts in 1993/94 totalled 44,236 tons, an increase of 19 percent over the same period last year. Shelled walnut exports also bounced back in 1993/94, reaching 46,476 tons (inshell basis), up 4 percent from last year. This sharp increase partially offset the decline in domestic use. Total walnut exports in 1994/95 are forecast to increase 7 percent to 97,000 tons.

The United States exports walnuts to over 50 nations. However, the primary markets for U.S. product are Germany, Spain and, Japan. Most growth has been in the shelled sector, while inshell export levels have remained steady. Overall, exports of both shelled and inshell walnuts rebounded from all time lows in 1992 because of the good 1993 crop.

Germany is one of the largest export markets for U.S. inshell walnuts. In 1993/94, shipments of U.S. inshell walnuts to Germany totaled 8,593 tons, an increase of 29 percent from the same period last year.

Traditionally, Germans purchased walnuts during the advent or Christmas season for holiday decoration and recipes. However, younger Germans have begun to break away from the old traditions and walnut sales have weakened. To recapture these lost customers, the California

Walnut Commission (CWC) redirected its marketing efforts toward a health marketing campaign. The campaign, supported with Market Promotion Program funds, proved to be successful in helping to reverse a trend of declining exports. The plan redirection was based on a recent university study on walnuts as part of a cholesterol lowering diet. Given the growing worldwide emphasis on eating healthier, this study fit right into the CWC's plans not only for Germany, but also for other markets.

According to U.S. census data, **Spain** is the U.S. industry's top market for inshell product. However, both U.S. and European industry representatives note that much of the U.S. trade to the Netherlands finds its way to the German market. Therefore Germany is widely accepted as the top destination for inshell walnuts.

Spain is a special market for U.S. walnuts. Unlike most other markets, walnuts are consumed as a snack and can be found on supermarket shelves the year round. Nuts and dried fruits are staples of the Spanish diet and therefore, provide the U.S. walnut industry with a year-round opportunity. Still, the primary selling season is October to January.

Although Spain is a large market for U.S. inshell walnuts, recent economic problems have stifled the expansion of consumption. In the 1993/94 period, inshell walnut exports to Spain declined to 9,746 tons, off over 2 percent from the same period last year. Shelled walnut exports to Spain fell even more dramatically from 4,421 tons in 1992/93 to 3,268 tons in 1993/94, a loss of 26 percent.

The Spanish market is in the process of transformation. The severe devaluation of the Spanish peseta in 1992/93 caused one of the three major importers to bow out of the market, leaving about 90 percent of the business to the two other large importers. Smaller retail markets and supermarket chains have expressed an interest in buying direct. However, to date, very few have done so, and it remains to be seen if they are willing to take the risks.

Japan is truly one of the great success stories for walnuts. Before the start of the original Targeted Export Assistance program in 1986, U.S. walnut exports to Japan barely exceeded 1,800 tons. U.S. market share was about 25 percent and China was the dominant player. Therefore, the U.S. walnut industry needed to educate both the consumer and the trade about U.S. walnuts. Using a two-pronged approach, the CWC publicized the California walnut as a food ingredient of high nutritional value, with emphasis on using the walnut in the traditional diet as well as in popular western foods. Second, the industry promoted the walnut to the industrial sector as a high value ingredient that can add both value and variety to baked and manufactured goods. Approximately 75 percent of all shelled U.S. walnuts imported by Japan are used in the industrial sector; the remaining 25 percent is re-bagged and sold to the consumer as a snack. As a result of these efforts, U.S. market share grew to 73 percent, and exports rose to over 11,802 tons (inshell basis) in 1993/94, making Japan the number one export market for shelled walnuts today.

On January 14, 1994, **Korea** eliminated a phytosanitary barrier to U.S. shelled walnuts and the market responded immediately. For the period January - July 1994, U.S. exports topped 507 tons (inshell basis) valued at $496,000. Korea has a domestic walnut industry and therefore is familiar with walnuts and products containing walnuts. Walnuts are also a common snack item, eaten right out of the can. Furthermore, Koreans consider U.S. walnuts to be of the highest quality. The California Walnut Commission has already begun to promote U.S. walnuts by working with bakers and manufacturers to develop new recipes and eliminate technical problems. All this points to a bright future for walnuts in Korea.

Another bright spot for U.S. exports of walnuts is in **Israel**. U.S. shelled walnut exports to Israel rebounded to 3,362 tons (inshell basis) in 1993/94, up 62 percent from the previous year. Inshell exports skyrocketed, growing 280 percent to 733 tons in 1993/94. The Israeli diet, which is heavy in fruits and nuts, presents a great opportunity for U.S. product. However, distribution and retail systems in Israel are more localized than that of other markets. Therefore, the CWC has worked very closely with the Israeli trade to reach the thousands of small shops and markets.

China

Walnut production in 1994/95 is forecast to decline 9 percent, to 175,000 tons, following the record 1993/94 crop of 192,159 tons. Last year's record output was the result of a combination of factors: an increase in the number of bearing trees, improved tree management, and the fact that it was the peak year of a 3-year production cycle. Since there is usually a downturn following a bumper crop, production is forecast to decline in 1994/95, although the decrease will be mitigated by new trees reaching maturity. Because of the volume of trees planted but not yet bearing, average annual increases of 5 to 6 percent are forecast for the next 4 to 5 years.

Low production costs have allowed Chinese walnuts to compete favorably in the international marketplace. Walnut exports in 1992/93 surged 43 percent to 54,532 tons, spurred by significantly increased sales of shelled walnuts to most major markets. Hong Kong, Canada, and the United Kingdom are the major markets for shelled walnuts. Despite record production in 1993/94, the export pace lagged behind 1992/93 levels. Exporters are having difficulty competing with strong domestic prices. Total exports in 1993/94 are estimated at 52,000 tons, 13 percent below the previous forecast and 5 percent below the 1992/93 volume. Exports are forecast unchanged in 1994/95.

Consumption of walnuts in 1993/94 reached a record 140,244 tons, 28 percent above the previous season's level. Strong domestic prices kept walnut suppliers in the local market rather than in foreign markets. Walnuts are a favorite snack food, especially around traditional holidays. Candied walnuts are often served with other hors d'oeuvres. Rising income levels are enabling consumers to buy walnuts more frequently; the nuts are no longer reserved for special occasions. Market reforms and strong domestic demand are allowing retailers to compete with exporters for the walnut crop. With domestic production down sharply in 1994/95, the competition between the export and local market will be even more severe. Consumption in 1994/95 is forecast at 123,090 tons, 12 percent below the previous season but 13 percent above the 1992/93 level. Consumption is expected to drop, assuming exporters strive to maintain their export markets. Otherwise a drop in exports is possible.

France

The 1993/94 walnut crop estimate has been reduced 25 percent to 18,700 tons. Larger than expected fruit losses resulting from adverse weather conditions (excessive rain and hail), principally in the Southeast, and reduced supplies of walnuts from isolated trees and non-commercial orchards, especially in non-traditional producing regions, are the reasons for the lower crop forecast.

Production of walnuts in 1994/95 is forecast at 26,000 tons, up 39 percent from 1993/94. An increase in bearing tree numbers and the normal upturn in production following a small crop are the reasons for the likely larger crop. The long-term outlook is for further expansion in this sector, particularly since the area planted to walnuts in 1994/95 is forecast to increase for the fifth consecutive year, to 17,000 hectares.

The 1993/94 walnut import estimate has been revised significantly upward to meet domestic consumption needs and exports reduced due to the smaller domestic harvest. The United States was France's leading supplier of inshell walnuts and China the major supplier of shelled walnuts. The outlook for 1994/95 is for a reduction in French walnut import demand, and likely higher exports, as a result of the expected recovery in the domestic walnut crop.

India

Walnut production in 1993/94 is estimated at 21,000 tons, down 11 percent from the previous year. A warmer than normal winter and a dry spring combined with the alternate bearing pattern of the trees caused the decline. The 1994/95 walnut crop is forecast to increase 10 percent to 23,000 tons. The upturn is mainly due to adequate moisture during the bloom and the fruit formation periods combined with an on-year in the alternate bearing cycle.

The area planted to walnuts in the major producing state of Jammu and Kashmir has remained unchanged at 35,200 hectares for the past several years, but harvested area has increased as more trees come into production. Continued civil unrest has disrupted orchard maintenance. However, favorable growing

conditions have offset the immediate impact of orchard neglect.

Walnut exports in 1994/95 are forecast at 15,000 tons, or the same as 1993/94 shipments. The United Kingdom and France are the major markets followed by Germany, the Netherlands, and Spain. A significant share of India's walnut exports move during November-January. India's exports of inshell walnuts are declining as exporters are realizing better returns on shelled walnut exports in vacuum packs. Indian walnut kernels (vacuum packed) have been enjoying a premium of $100 to $200 per metric ton in the world market due to the excellent quality which results from manual shelling. About 60 percent of the exports were in vacuum packed pouches in 1992/93 and the balance was in cardboard cartons. Exporters now prefer to pack walnuts in vacuum pack pouches of 10 to 15 pounds with nitrogen flushing which improves shelf life from four months to seven to eight months.

Italy

Preliminary assessments indicate that Italy will harvest 13,000 tons of walnuts in 1994/95, down 19 percent from last year and a continuation of the gradual downward trend in walnut production. Planted and harvested areas, estimated at 6,000 and 5,000 hectares, respectively, continue to decline as trees age and little replanting is done. Most of Italy's walnut trees are old and marginally productive--a situation that is not likely to change in the near future.

Italy is not a major walnut exporter. With declining production, imports should continue to increase. Walnut imports are forecast to increase 42 percent to 13,500 tons in 1994/95 due to the smaller domestic crop. Also, consumer demand is expected to be maintained at last season's level as the economy is improving. The United States is the major supplier of walnuts to Italy.

Chile

Chile's 1994/95 walnut crop is forecast at 11,000 tons, up 10 percent from the 1993/94 estimate, due to an increase in bearing tree numbers. Chile's walnut area appears to have leveled off at just under 7,000 hectares, following a steady decline from 7,630 hectares in 1981/82. The downturn over the last decade occurred as aging walnut orchards were replaced with fruit trees which provide higher profits and a more rapid return on investment.

Chile's walnut exports in 1994/95 are forecast at 7,500 tons--7 percent above the current season's shipments. Chile exports mainly inshell walnuts to the Latin American market and the European Community. The most important markets in Latin America are countries where Chile has a tariff advantage against other export countries. Brazil is the largest inshell market and Argentina the largest shelled market. Only high quality walnuts are exported to Europe.

Turkey

Production of walnuts is forecast at 66,000 tons in 1994/95, up slightly from the frost-reduced harvest of 1993/94, but equal to the 1992/93 harvest. The number of bearing trees is forecast at 3.5 million, up 2 percent from 1993/94 and 4 percent greater than in 1992/93. Additionally, more trees are being planted because of the growing demand for walnut wood by the furniture manufacturing sector. There are only a few established walnut orchards in Turkey. However, walnut trees can be found in most parts of the country.

Turkish walnut exports approximate 1,000 tons annually. Imports began in 1991 and for the first nine months of marketing year 1993/94 totalled 143 tons.

(For further information on supply, distribution, and trade, contact Joseph Somers at 202-720-2974. For information on U.S. export marketing opportunities, contact Stacey Peckins at 202-690-1341. For information on production, contact Kelly Kirby Strzelecki at 202-720-6791.)

WALNUTS: PRODUCTION, SUPPLY & DISTRIBUTION
(Metric Tons, Inshell Basis)
Marketing Years 1992/93-1994/95[1/]

Country/ Marketing Year	Beginning Stocks	Production	Imports	**Total Supply**	Exports	Domestic Consumption	Ending Stocks	**Total Distribution**
Chile								
1992/93	247	9,500	0	9,747	6,700	2,900	147	9,747
1993/94	147	10,000	0	10,147	7,000	3,000	147	10,147
1994/95 **F**	147	11,000	0	11,147	7,500	3,200	447	11,147
China								
1992/93	0	163,862	75	163,937	54,532	109,405	0	163,937
1993/94	0	192,159	85	192,244	52,000	140,244	0	192,244
1994/95 **F**	0	175,000	90	175,090	52,000	123,090	0	175,090
France								
1992/93	0	24,000	7,300	31,300	13,700	17,600	0	31,300
1993/94	0	18,700	12,100	30,800	12,400	18,400	0	30,800
1994/95 **F**	0	26,000	7,000	33,000	13,500	19,000	500	33,000
India								
1992/93	490	23,500	0	23,990	10,550	8,500	4,940	23,990
1993/94	4,940	21,000	0	25,940	15,000	8,500	2,440	25,940
1994/95 **F**	2,440	23,000	0	25,440	15,000	9,300	1,140	25,440
Italy								
1992/93	500	22,000	7,264	29,764	987	26,277	2,500	29,764
1993/94	2,500	16,000	9,500	28,000	1,000	26,000	1,000	28,000
1994/95 **F**	1,000	13,000	13,500	27,500	1,000	26,000	500	27,500
Turkey								
1992/93	3,500	66,000	196	69,696	1,190	65,006	3,500	69,696
1993/94	3,500	65,000	200	68,700	1,000	65,000	2,700	68,700
1994/95 **F**	2,700	66,000	200	68,900	1,000	65,000	2,900	68,900
United States[2/]								
1992/93	61,942	184,159	8,795	254,896	81,799	132,544	40,553	254,896
1993/94	40,553	235,868	1,311	277,732	90,702	107,825	79,205	277,732
1994/95 **F**	79,205	199,581	1,300	280,086	97,000	125,086	58,000	280,086
TOTAL								
1992/93	66,679	493,021	23,630	583,330	169,458	362,232	51,640	583,330
1993/94	51,640	558,727	23,196	633,563	179,102	368,969	85,492	633,563
1994/95 **F**	85,492	513,581	22,090	621,163	187,000	370,676	63,487	621,163

1/ Marketing Years: March-February for Chile; August-July for the United States; September-August for Italy and Turkey; October-September for China, France, and India.
2/ U.S. export data are from the U.S. Census Bureau.

World Raisin Situation

Raisin and sultana production in three major Northern Hemisphere producers is forecast at 205,000 tons (packed weight basis) for 1994/95, off 19 percent from the previous year. No production estimate for the United States, the world's leading producer, is available at this time. U.S. raisin exports of 125,105 tons in 1993/94 remained relatively stable for the third consecutive year. However, export value increased by $18.6 million to reach $199 million. Despite the flat export performance, there were significant changes in shipments to individual markets. Exports to Europe were off 12 percent, as only the United Kingdom among the major European markets imported more raisins from the United States. Exports to Asia increased 9 percent in 1993/94, led by more shipments to Japan, Singapore, and Hong Kong. Regionally, exports to Europe dropped from 56 percent of the total in 1992/93 to 50 percent in 1993/94, while exports to Asia represented 33 percent, up from 30 percent. Direct shipments to the former Soviet Union were 406 tons, up from 36 tons in 1992/93, as the industry began promotional activities to increase demand for its product.

Raisin and sultana production in the three major Northern Hemisphere producers of Turkey, Greece, and Mexico is forecast at 205,000 tons (packed weight basis) for 1994/95, off 19 percent from the previous year. No production estimate for the United States, the world's leading producer, is available at this time. While production is expected to decrease in Turkey and Greece, it is forecast to increase in Mexico.

An accurate production estimate for the United States is still difficult to obtain, because of potentially damaging rains in September and October. A firm estimate will be published in the January 1995 issue of Noncitrus Fruits and Nuts by the USDA's National Agricultural Statistics Service, on January 19, 1995. The production estimate for raisin grapes included in this article is based on the October 1, 1994 estimate made by NASS.

The higher production in Mexico is due to better weather allowing for more flowerings, and a high production year in the alternating production cycle.

The expected lower Turkish production is due to extremely dry weather conditions throughout the summer. In Greece, the decline was because of continuing serious problems with phyloxera, which has affected all older established rootstock. While new phyloxera-resistant rootstock has been planted, it is not yet ready to give high yields.

Production in 1993/94 for seven major producing countries is estimated at 678,564 tons, up 8 percent from the previous year. This approximates the 1991/92 level of production.

Turkey

Turkish seedless raisin production for 1994/95 is forecast at 160,000 metric tons, down 20 percent from the record 1993/94 production. This is still 7 percent above the revised 1992/93 output of 150,000 tons. Despite an area increase of about 6 percent, production dropped mainly because of extremely dry weather during the summer.

While weather conditions caused a decline in production, the continuing dry weather was also responsible for this year's high quality and earlier-than-normal harvest. The harvest this year began in August, about a month earlier than normal.

Export sales for MY 1994/95 are expected to be just slightly below the estimated 150,000 tons exported in 1993/94. Export prices this year average around U.S.$1,090 per ton, compared to about $1,027 for 1993/94. Prices to European Union member states are averaging $1,109 per ton, and $954 for other countries.

The European Union continues to be the major market for Turkish raisins. The Netherlands was the largest market in marketing year 1993/94, buying 28,717 tons of raisins during the first eleven months. The Netherlands had bought only 19,471 tons of raisins in 1992/93. Other major buyers in the first eleven months of 1993/94 are the United Kingdom (25,675 tons), Germany (16,135 tons), and Italy (14,533 tons). Exports to the United States increased to 1,972 tons during the first eleven months of 1993/94, compared to only 1,511 tons in the previous marketing year.

There are no direct subsidies for raisin exports. Daily depreciation of the Turkish Lira against foreign currencies, however, is an indirect incentive for raisin exports. The exchange rate for the dollar has increased from about TL12,300 in October 1993 to about TL34,500 in mid-October 1994. However, TARIS, the government controlled buying cooperative, sets its prices in U.S. dollar terms now, because of the relatively rapid depreciation of the Turkish lira.

The Minimum Import Price (MIP) and various other internal measures taken by the European Union continue to restrict Turkish competitiveness. In accord with the European Union's MIP system for raisins, the Turkish Government establishes comparable minimum export prices in the currency of each EU member country based on the EU MIP of ECU 882.28 per ton CIF. However, there are no export price restrictions for raisins sold to non-EU countries. Raisin exports from Turkey are primarily in 14-kg boxes, and exports in small retail packs continue to be insignificant.

The Government has increased the support price for raisins by 78.9 percent. TARIS has again been instructed to purchase raisins, but now on their own account, rather than that of the Government. This increase in support prices is less than the increase in the value of the dollar - 180 percent. In addition to support prices, TARIS pays premiums for raisins produced from trellised vines and an additional premium is paid for raisins dried on concrete grounds. The premiums are intended to improve the cleanliness and quality of raisins. For MY 1993/94, TARIS purchased nearly half of the entire crop - about 97,000 tons. This year, it is not expected to buy more than 10,000 to 15,000 tons, because announced procurement prices are lower than current market prices.

The spot raisin (St. No. 9) prices in the Izmir Commodity Exchange are around TL 26,000 per kilogram. At the current exchange rate of around TL 34,500 per dollar, these free market prices correspond to about $750 per ton. The prospects for Turkish raisin exports are good this year for a number of reasons. The level of many competitors' supplies, particularly South Africa and Greece, are low at this time. Also, Australian supplies are lower due to exceptional demand for grapes for wine-making.

Grapes of numerous varieties are produced throughout Turkey, but seedless (sultana) grapes for raisins are commercially produced only in three provinces in the Aegean region - namely Izmir, Manisa, and Denizli. Total sultana area in 1994/95 increased slightly to 64,341 hectares, about 3,950 hectares higher than last year. Most of this increase has taken place in the Turgutlu and Alasehir districts of Manisa. Only about 10 percent of total vineyard area in Turkey is for sultana production.

Domestic raisin consumption in 1994/95 is estimated at 35,000 tons, 17 percent higher than in 1993/94. Out of this total, about 25,000 tons are estimated to be consumed as food, and about 10,000 tons for the manufacture of alcohol by TEKEL, the state tobacco and alcohol monopoly.

Greece

The Greek 1994/95 crop of dried sultanas is estimated at 25,000 tons which, together with a smaller stock carry-in, puts total supply at only 30,130 tons. This is the lowest production level in recent history. This is due to continuing problems with phyloxera, which has now infected all older rootstock. New resistant rootstock is still being planted, but the resistant rootstock already planted is too young to give high yields.

Adverse weather conditions in August, characterized by excessive heat in both Crete and Peloponnesus, also affected the quantity (but not quality) of production. Also affecting sultana production is farmers' continuing preference to channel production to fresh markets and wineries.

1994 will probably be the year from which production will rebound, with recovery in production (to about 45,000 tons) expected by 1996 and 1997. By the end of the century production of dried fruit could increase to 70,000 tons under the best circumstances (plant health conditions, favorable EU agricultural policy developments, and willingness of farmers to stay with the crop).

Domestic consumption of dried sultanas fluctuates from 4,000 and 5,000 tons each year. About 50 percent of the domestically consumed sultanas is utilized by the bakery and confectionery sector, while the remainder is used as a snack food, mixed with nuts. Consumption figures also include distillation and animal feed uses, which take up about 500 to 700 tons each year.

Quality continues to improve. Farmers are spraying a solution of olive oil and fatty acids to prepare the sultanas for drying, which reduces the drying time and gives a more desirable color. While the cost is 50 percent greater than the normal method, it is small compared to the total cost of the product. Profits are higher because of better quality and less risk of unfavorable weather.

KSOS (the Confederation of Raisin Cooperatives) also provides advice on harvesting, packaging and trading. According to the Ministry of Agriculture, the largest percentage of raisins graded No.4 and No.5 (about 75 percent). Very limited amounts are expected to be in the quality grades No.1 and No.2. In the past, with more protectionist policies implemented by both the Greek government and the European Union, the percentage unsuitable for human consumption was about 14-15 percent which was used for animal feed and distillation. Today, due to stiff competition from other producing countries outside the European Union, quality parameters are more seriously taken into consideration and percentages of unsuitable product have been greatly reduced.

Support by the European Union is now based solely on area, and no longer on quantity produced. For 1994, the level of support is 800,000 drachmas per hectare (about $3,375 per hectare), compared to 730,830 drachmas per hectare in 1993 (about $3,250 per hectare), and 482,500 drachmas per hectare in 1992 (about $2,540 per hectare). However, this is the first year there is no minimum price or processing subsidy.

Mexico

Mexican raisin production for MY 1994/95 (August/July) is forecast to increase to 20,000 tons, double the 1993/94 level. This increase is due to better weather conditions that allowed more flowerings, and a high production year in the alternating production cycle. Mexican raisin exports are expected to be about 6,000 tons because of the higher production. Mexican raisin imports for MY 1994/95 are forecast to dramatically decrease, because of the large domestic supply. Domestic consumption is forecast to increase to 14,000 tons because of increased industrial uses for raisins.

Crop quality for MY 1994/95 was good, but not as high as MY 1993/94, because sugar content was lower than usual. This is normal during a high year production cycle.

While costs associated with raisin production have increased substantially over the last several years, this year, the increase has not been so great. Producers agree that the most costly inputs to produce raisins are: electricity,

fertilizers, labor, chemicals and interest payments. During MY 1993/94 cost of production per hectare for raisins was about 8,300 pesos in Sonora (about $2,670 per hectare). Growers indicated that for MY 1994/95, the cost was about 8,800 pesos per hectare (about $2,540 per hectare).

Planted and harvested area for raisins have been relatively constant over the last several years, at 5,000 hectares. However, industry sources indicate that large producers have increased area destined to raisin production to a total of about 5,500 hectares. In any year, the amount of grapes destined for raisin production is a result of the price relationship between table grapes, wine and juice grapes and raisins. Producers commented that some farmers are getting out of table grape production and into grape juice, wine and raisin production because of the unfavorable price relationship that has existed with table grapes for the last three years. The major producing areas are Sonora, and to a lesser extent, Baja California.

Because of the benefits derived from selling into the export market, such as payment on delivery, raisin processors prefer to first sell their higher quality product for export, even if the price is lower than that available in the domestic market. Mexican processors normally import lower quality raisins to meet domestic demand. However, because of this year's large domestic supply, imports are expected to drop dramatically.

Domestic consumption has increased over the last two years as incomes have gone up. Industrial uses of raisins, such as in cereals, have significantly increased. Moreover, advertising campaigns in the past several years have succeeded in increasing the demand for snack raisins. Bakeries and food processors are expected to remain the largest consumers of Mexican raisins, after the export market. Christmas and Holy Week are the most important consumption seasons for raisins.

Mexican raisin exports are expected to increase to 6,000 tons in MY 1994/95 because of higher production and increased international demand. The highest quality production is usually exported (mainly to the United States), and the rest will be packaged for consumers or used by the domestic baking and food processing industries.

Because of large domestic supplies, hardly any imports are expected in MY 1994/95. Nearly all imports normally come from the United States or Chile, each of which has a zero tariff because of their respective free-trade agreements with Mexico.

United States

NASS publishes raisin production data for the state of California. The latest USDA reports, which are based on October 1, 1994 conditions, indicate that the 1994/95 crop of raisin grapes will reach 2,268,000 tons, fresh basis, up 4 percent from last year.

Since this estimate was made, damaging rains have adversely affected drying and crop recovery. The extent of damage caused by the rains is still unknown. A firm estimate will be published in the January 1995 issue of Noncitrus Fruits and Nuts by the USDA's National Agricultural Statistics Service, scheduled for release on January 19, 1995.

Exports during the 1993/94 marketing year were 125,105 tons, according to Bureau of the Census data, less than 1 percent below the previous year. Value of exports increased to $199 million, up 10 percent over the 1992/93 value of $180 million.

The United Kingdom was the largest export market at 26,123 tons valued at $40 million, followed by Japan (25,338 tons valued at $37 million) and Germany (12,132 tons valued at $17 million). While exports increased to the United Kingdom and Japan (up 2 and 9 percent respectively), exports to Germany dropped 8.5 percent. Overall, exports to the European Union dropped 9 percent, and exports to Asian markets increased 9 percent, mostly because of higher exports to Japan and Hong Kong.

At the same time, imports increased slightly to 6,955 tons. Mexico continues to remain the top supplier at 3,413 tons, off slightly from last year's 3,662 tons. Turkey is the second leading supplier, at 2,151 tons, up 41 percent from last

year's 1,526 tons. Chile remains the third leading supplier at 1,015 tons, off 30 percent from last year's 1,441 tons.

Southern Hemisphere Countries

Australia

While production estimates have not changed since the last report (see July 1994 issue of World Horticultural Trade and U.S. Export Opportunities), supply and distribution estimates have been revised to reflect the changing demand situation in Australia. Increased winery demand for multi-purpose grapes severely depleted supplies of fruit for dried vine production in both the 1992 and 1993 seasons. The success of the Australian wine industry in expanding export markets is expected to continue in the medium-term. As a result, the competition for multi-purpose grapes is certain to continue. This has resulted in lower stock levels for 1993/94, and therefore less product is available for export. The Australian industry estimates that it needs a supply (production and stocks) of 70,000 tons to meet domestic and export market demand. Thus the estimate for 1993 year exports is sharply lower than the two previous seasons.

South Africa

With South Africa, production estimates were revised downward slightly (2 percent), since the last report, to 31,740 tons. However, because of a stock drawdown stemming from the extremely low level of production in 1992/93, exports in the current 1993/94 marketing year are expected to decline 7 percent to 27,500 tons. Ending stocks are anticipated to decline to only 2,725 tons, the lowest level in several years. South Africa had basically sold the carry over stocks built up in the early nineties and the industry is looking forward to increased sales in the future.

Trade in Major Importing Countries

Total European Union imports of raisins and sultanas declined slightly in 1993 to 251,429 tons, down just one percent from the 1992 level of 254,465 tons. Turkey was the leading supplier, at 98,492 tons, up 12 percent, followed by the United States (50,033 tons), Australia (29,603 tons), South Africa (21,431 tons), and Greece (20,314 tons).

The United Kingdom was the leading market, with 95,014 tons, followed by Germany (60,762 tons), the Netherlands (31,787 tons), France (19,489 tons), and Spain (17,917 tons). All other EU countries imported only 26,460 tons in 1993.

An analysis of trade data supplied by the Food and Agricultural Organization of the United Nations (FAO) indicates that in 1992 (the most recent data available) the United Kingdom was the world's leading dried grape importer at 110,634 tons. Next highest was Germany (65,958 tons), followed by the Netherlands (40,733 tons), Canada (28,573 tons), and Japan (27,129 tons).

(For further information on supply, distribution, and trade, contact Mark Thompson, at 202-720-6877. For information on U.S. export marketing opportunities, contact Steve Shnitzler at 202-720-8495. For information on production, contact Kelly Kirby Strzelecki at 202-720-6791.)

RAISINS: PRODUCTION, SUPPLY, AND DISTRIBUTION
SELECTED COUNTRIES 1991/92 TO 1993/94 1/
(METRIC TONS, PACKED WEIGHT)

	Beginning Stocks	Production	Imports	TOTAL SUPPLY	Exports	Domestic Consumption	Ending Stocks	TOTAL DISTRIBUTION
Greece								
1991/92	5,680	38,000	250	43,930	25,000	6,500	12,430	43,930
1992/93	12,430	38,000	60	50,490	35,000	7,810	7,680	50,490
1993/94	7,680	37,000	650	45,330	35,000	7,200	3,130	45,330
1994/95	3,130	25,000	2,000	30,130	23,130	4,500	2,500	30,130
Mexico								
1991/92	700	9,000	2,000	11,700	4,200	7,500	0	11,700
1992/93	0	13,000	1,000	14,000	5,000	9,000	0	14,000
1993/94	0	10,000	2,600	12,600	5,000	7,600	0	12,600
1994/95	0	20,000	0	20,000	6,000	14,000	0	20,000
Turkey								
1991/92	9,785	150,000	623	160,408	131,016	21,000	8,392	160,408
1992/93	8,392	150,000	77	158,469	110,461	35,000	13,008	158,469
1993/94	13,008	200,000	160	213,168	150,000	30,000	33,168	213,168
1994/95	33,168	160,000	0	193,168	140,000	35,000	18,168	193,168
United States								
1991/92	189,809	297,393	8,225	495,427	126,675	210,925	157,827	495,427
1992/93	157,827	333,146	6,717	497,690	125,798	208,700	163,192	497,690
1993/94	163,192	327,041	6,955	497,188	125,105	243,851	128,232	497,188
NORTHERN HEMISPHERE								
1991/92	205,974	494,393	11,098	711,465	286,891	245,925	178,649	711,465
1992/93	178,649	534,146	7,854	720,649	276,259	260,510	183,880	720,649
1993/94	183,880	574,041	10,365	768,286	315,105	288,651	164,530	768,286
Australia								
1991/92	14,667	95,807	6,064	116,538	46,574	32,139	37,825	116,538
1992/93	37,825	42,634	4,059	84,518	45,386	32,568	6,564	84,518
1993/94	6,564	44,783	4,016	55,363	17,920	32,943	4,500	55,363
Chile								
1991/92	189	19,500	0	19,689	16,059	3,000	630	19,689
1992/93	630	22,000	0	22,630	19,455	3,000	175	22,630
1993/94	175	28,000	0	28,175	25,000	3,100	75	28,175
South Africa, Republic of								
1991/92	11,898	40,053	0	51,951	23,589	9,000	19,362	51,951
1992/93	19,362	27,023	0	46,385	29,714	10,186	6,485	46,385
1993/94	6,485	31,740	0	38,225	27,500	8,000	2,725	38,225
SOUTHERN HEMISPHERE								
1991/92	26,754	155,360	6,064	188,178	86,222	44,139	57,817	188,178
1992/93	57,817	91,657	4,059	153,533	94,555	45,754	13,224	153,533
1993/94	13,224	104,523	4,016	121,763	70,420	44,043	7,300	121,763
TOTAL								
1991/92	232,728	649,753	17,162	899,643	373,113	290,064	236,466	899,643
1992/93	236,466	625,803	11,913	874,182	370,814	306,264	197,104	874,182
1993/94	197,104	678,564	14,381	890,049	385,525	332,694	171,830	890,049

1/ 1994/95 figures are forecast. Northern hemisphere marketing years begin in August, except September in Turkey. Marketing years for Southern Hemisphere raisins, (which are harvested early in the second of the split years shown) begin Jan. 1, except December 1 in South Africa and March 1 in Australia. 2/ Domestic consumption figures include raisins used for feed and distillation purposes. 3/ Includes currants. U.S. production data have been converted to a packed weight basis in order to align them with the other supply and distribution statistics. U.S. import and export data are from U.S. Department of Commerce, Bureau of Census. 4/ Includes sultanas and lexia raisins (mostly muscats).

U.S. RAISIN EXPORTS
MARKETING YEAR 1991/92 TO 1993/94

	1991/92 MT	1992/93 MT	1993/94 MT	1991/92 $1,000	1992/93 $1,000	1993/94 $1,000
NORTH AMERICA						
CANADA	10,581	10,832	11,595	$22,760	$22,715	$24,081
MEXICO	353	190	2,972	$589	$455	$3,840
SUBTOTAL	10,934	11,022	14,567	$23,349	$23,171	$27,921
CARIBBEAN						
BAHAMAS, THE	0	17	41	$0	$44	$108
BARBADOS	0	0	0	$0	$0	$0
BERMUDA	30	7	34	$58	$13	$87
DOMINICAN REPUBLIC	290	256	356	$460	$402	$516
FRENCH WEST INDIES	13	0	0	$28	$0	$0
HAITI	3	0	0	$10	$0	$0
JAMAICA	52	2	24	$77	$8	$50
LEEWARD-WINDWARD ISL	1	0	3	$4	$0	$10
NETHERLANDS ANTILLES	68	38	45	$142	$122	$80
TRINIDAD AND TOBAGO	218	102	54	$301	$174	$93
SUBTOTAL CARIBBEAN	674	422	556	$1,079	$763	$945
CENTRAL AMERICA						
BELIZE	2	12	0	$3	$17	$0
COSTA RICA	43	92	108	$51	$159	$180
EL SALVADOR	19	9	30	$19	$11	$57
GUATEMALA	60	84	29	$131	$118	$52
HONDURAS	22	51	49	$25	$63	$102
NICARAGUA	37	20	21	$68	$21	$58
PANAMA	459	491	498	$755	$804	$879
SUBTOTAL CENTRAL AMER	641	759	734	$1,053	$1,194	$1,328
SOUTH AMERICA						
ARGENTINA	7	0	92	$5	$0	$167
BRAZIL	344	300	749	$327	$458	$1,144
CHILE	7	0	0	$11	$0	$0
COLOMBIA	137	148	355	$171	$185	$626
ECUADOR	15	24	19	$16	$25	$47
PERU	52	0	33	$33	$0	$45
URUGUAY	3	11	2	$3	$11	$4
VENEZUELA	960	1,016	585	$1,813	$1,469	$1,108
SUBTOTAL SOUTH AMER	1,525	1,498	1,834	$2,379	$2,149	$3,142
EU-12						
BELGIUM-LUXEMBOURG	3,308	3,961	2,923	$4,138	$5,013	$5,093
DENMARK	5,602	7,205	5,817	$7,808	$8,998	$8,638
FRANCE	363	173	271	$546	$177	$556
GERMANY	13,562	13,256	12,132	$16,043	$17,158	$16,772
GREECE	15	17	0	$57	$21	$0
IRELAND	437	451	172	$471	$561	$229
ITALY	383	64	85	$515	$104	$179
NETHERLANDS	4,706	4,629	3,490	$7,158	$7,244	$6,055
PORTUGAL	90	126	36	$90	$119	$32
SPAIN	731	954	455	$1,172	$1,261	$583
UNITED KINGDOM	26,578	25,585	26,123	$38,693	$35,568	$40,217
SUBTOTAL EU-12	55,776	56,420	51,505	$76,690	$76,224	$78,353

U.S. RAISIN EXPORTS
MARKETING YEAR 1991/92 TO 1993/94

	1991/92 MT	1992/93 MT	1993/94 MT	1991/92 $1,000	1992/93 $1,000	1993/94 $1,000
OTHER WESTERN EUROPE						
AUSTRIA	0	148	27	$0	$203	$34
FINLAND	3,894	3,579	2,547	$4,371	$4,041	$4,603
ICELAND	58	118	138	$94	$152	$258
NORWAY	3,585	3,579	2,550	$4,397	$4,713	$4,638
SWEDEN	7,166	6,409	4,902	$8,859	$8,246	$8,508
SWITZERLAND	377	341	317	$510	$474	$416
SUBTOTAL	15,080	14,174	10,480	$18,230	$17,830	$18,457
EAST EUROPE AND FORMER USSR						
CZECH REPUBLIC	0	0	18	$0	$0	$21
CZECHOSLOVAKIA	0	18	0	$0	$16	$0
ESTONIA	0	0	12	$0	$0	$23
HUNGARY	0	18	72	$0	$23	$103
LATVIA	0	0	8	$0	$0	$22
LITHUANIA	0	0	10	$0	$0	$27
POLAND	0	27	24	$0	$27	$39
RUSSIAN FEDERATION	0	0	376	$0	$0	$585
USSR	0	36	0	$0	$26	$0
YUGOSLAVIA	0	0	0	$0	$0	$0
SUBTOTAL	0	99	521	$0	$92	$819
MIDDLE EAST AND NORTH AFRICA						
BAHRAIN	2	0	3	$8	$0	$5
EGYPT	28	59	59	$26	$64	$103
IRAN	0	0	0	$0	$0	$0
ISRAEL	565	490	491	$1,039	$1,026	$932
JORDAN	1	2	0	$3	$7	$0
KUWAIT	51	39	85	$105	$71	$143
SAUDI ARABIA	987	602	900	$1,305	$1,197	$1,415
UNITED ARAB EMIRATES	183	257	437	$252	$499	$619
SUBTOTAL	1,816	1,449	1,976	$2,740	$2,865	$3,216
SUBSAHARAN AFRICA						
FRENCH IND. OCEAN	0	0	0	$0	$0	$0
SOUTH AFRICA	0	10	0	$0	$32	$0
SUBTOTAL	0	10	0	$0	$32	$0
ASIA						
BRUNEI	4	5	101	$10	$12	$332
CHINA (MAINLAND)	16	0	33	$25	$0	$57
HONG KONG	2,098	3,061	3,883	$2,957	$4,767	$6,481
INDONESIA	27	112	129	$51	$253	$266
JAPAN	24,999	23,290	25,338	$32,391	$31,573	$37,283
KOREA, REPUBLIC OF	4,123	3,318	3,193	$4,799	$4,128	$4,065
MALAYSIA	1,648	2,531	2,649	$2,428	$3,922	$4,020
PHILIPPINES	592	541	109	$617	$738	$106
SINGAPORE	1,712	1,976	2,633	$2,384	$3,163	$4,305
SRI LANKA	0	0	48	$0	$0	$70
TAIWAN	2,888	3,056	3,134	$4,010	$4,219	$4,369
THAILAND	127	85	161	$160	$134	$294
VIETNAM	0	0	18	$0	$0	$21
SUBTOTAL ASIA	38,234	37,976	41,429	$49,833	$52,910	$61,670
OCEANIA						
AUSTRALIA	134	155	87	$208	$319	$198
FRENCH PACIFIC ISLANDS	15	22	57	$39	$39	$37
NEW ZEALAND	1,846	1,791	1,358	$2,412	$2,601	$2,697
SUBTOTAL OCEANIA	1,994	1,969	1,502	$2,659	$2,959	$2,931
GRAND TOTAL	126,675	125,798	125,105	$178,011	$180,188	$198,782

SOURCE: U.S. DEPARTMENT OF COMMERCE, BUREAU OF THE CENSUS.

NOTE: AUGUST-JULY MARKETING YEAR SHOWN.

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
SEP 94

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FRESH FRUIT											
FR. APPLES(JUL)	MT										
MEXICO		972	913	17,896	27,172	152,059	694	568	9,752	15,614	86,274
TAIWAN		8,936	10,749	16,546	25,375	99,053	6,967	7,700	11,791	18,992	75,244
CANADA		8,070	7,973	17,383	22,205	80,913	6,023	5,529	13,761	15,710	59,914
HONG KONG		5,845	6,674	11,542	15,607	61,585	3,668	3,774	7,286	8,868	33,749
EU 12		743	1,433	1,167	6,117	31,981	396	787	719	3,279	16,599
THAILAND		1,338	4,043	4,153	7,101	31,005	981	2,771	3,058	4,684	21,277
OTHER		7,298	12,436	14,489	33,920	151,980	4,487	7,118	8,934	19,009	80,317
Subtotal:-----		33,201	44,221	83,176	137,497	608,577	23,216	28,248	55,301	86,156	373,374
FR. PEARS(JUL)	MT										
MEXICO		4,460	6,236	8,723	13,563	53,629	2,323	2,675	4,576	6,054	26,653
CANADA		5,206	5,027	12,197	13,889	39,645	3,179	2,673	7,907	7,705	26,222
TAIWAN		269	370	269	479	8,059	194	271	194	360	4,834
OTHER		772	1,948	963	2,930	27,000	526	1,112	642	1,792	13,743
Subtotal:-----		10,707	13,581	22,152	30,861	128,332	6,223	6,731	13,319	15,911	71,452
APRICOTS(MAY)	MT										
CANADA		44	5	2,955	3,049	3,030	48	4	3,943	3,185	4,043
MEXICO		659	39	1,469	3,526	1,515	505	24	1,153	2,477	1,183
EU 12		0	3	309	209	317	0	5	949	609	955
OTHER		33	53	259	640	354	72	135	393	1,165	487
Subtotal:-----		735	100	4,992	7,424	5,216	625	169	6,439	7,436	6,667
FR CHERRIES(MAY)	MT										
JAPAN		4	2	12,420	15,551	12,467	16	12	77,240	92,520	77,333
CANADA		13	0	6,172	6,251	6,235	14	0	13,235	13,123	13,376
TAIWAN		88	0	2,121	3,002	2,140	117	0	4,675	8,129	4,705
EU 12		8	0	1,899	3,398	1,942	7	0	6,901	9,623	7,073
HONG KONG		0	0	1,816	1,377	1,847	0	0	5,494	3,668	5,550
OTHER		22	3	780	849	794	30	13	2,610	3,261	2,659
Subtotal:-----		136	5	25,209	30,427	25,424	185	25	110,154	130,323	110,696
PEACH-NECTRN(MAY)	MT										
CANADA		5,111	3,869	46,282	46,776	48,374	3,915	3,216	42,815	38,515	45,185
MEXICO		2,606	6,891	5,700	14,440	6,214	1,527	3,634	3,067	5,941	3,374
TAIWAN		679	1,366	4,116	12,371	4,207	738	1,390	4,209	13,395	4,276
OTHER		756	1,654	4,055	6,594	4,485	469	1,144	3,590	4,975	3,935
Subtotal:-----		9,151	13,779	60,140	80,181	63,265	6,649	9,385	53,658	62,826	56,746
PLUM-PRUNES(MAY)	MT										
CANADA		3,378	2,750	21,751	23,508	23,302	2,426	2,129	21,668	17,882	23,412
TAIWAN		2,422	3,752	13,714	24,964	13,733	2,128	3,186	12,186	21,688	12,198
HONG KONG		635	1,833	7,868	8,805	7,995	486	1,603	6,674	7,229	6,825
MEXICO		1,495	0	2,594	2,040	3,003	983	0	1,621	1,154	1,924
OTHER		1,512	2,338	5,313	7,140	6,660	1,107	1,808	4,851	5,695	5,875
Subtotal:-----		9,443	10,674	51,231	66,457	54,692	7,131	8,726	47,000	53,648	50,234
FR AVOCADOS(OCT)	MT										
EU 12		13	1,152	5,269	4,509	5,269	30	949	5,644	4,260	5,644
CANADA		492	126	5,165	2,054	5,165	515	134	4,492	2,728	4,492
JAPAN		72	66	3,234	1,995	3,234	86	174	3,387	3,905	3,387
FRANCE		2	549	2,832	2,156	2,832	9	391	2,734	1,944	2,734
UNITED KINGDOM		4	174	1,854	865	1,854	3	156	2,086	871	2,086
OTHER		15	68	517	365	517	19	53	701	445	701
Subtotal:-----		592	1,412	14,186	8,923	14,186	651	1,311	14,224	11,338	14,224
FR KIWIFRUIT(OCT)	MT										
TAIWAN		0	0	3,554	1,990	3,554	0	0	5,702	3,556	5,702
CANADA		60	45	3,387	3,730	3,387	85	71	4,298	4,605	4,298
KOREA, REPUBLIC		2	0	538	1,729	538	6	0	798	3,120	798
OTHER		0	0	880	1,300	880	0	0	1,274	1,809	1,274
Subtotal:-----		62	45	8,359	8,749	8,359	91	71	12,071	13,091	12,071
FRESH GRAPES (MAY)	MT										
CANADA		36,724	38,131	70,889	71,451	111,233	32,237	31,230	78,576	75,149	123,408
HONG KONG		5,451	7,490	10,907	12,918	18,018	5,218	8,861	11,663	15,176	20,938
TAIWAN		5,654	3,673	8,176	8,241	13,330	7,167	5,407	10,631	12,108	17,239
MEXICO		466	3,474	879	6,477	10,757	375	2,751	732	5,256	9,922
OTHER		7,503	9,047	20,544	21,319	53,162	9,446	11,522	28,760	27,741	67,575
Subtotal:-----		55,799	61,815	111,395	120,406	206,500	54,443	59,771	130,362	135,430	239,081
FR STRAWBRIS(JAN)	MT										
CANADA		2,242	2,334	32,998	36,693	35,611	2,895	2,808	44,249	47,747	49,034
JAPAN		786	716	2,544	2,792	3,967	4,480	3,445	12,992	12,549	20,768
MEXICO		898	1,669	2,973	5,932	3,583	410	1,531	1,467	5,263	1,722
EU 12		318	1,637	1,749	5,018	2,319	624	3,145	3,591	10,358	4,977
OTHER		49	123	696	1,338	813	175	360	2,289	4,367	2,745
Subtotal:-----		4,292	6,480	40,959	51,773	46,293	8,584	11,290	64,588	80,284	79,245
FR ORNG INC TMPL(NOV)	MT										
CANADA		4,538	7,603	201,985	180,039	206,881	3,274	3,642	97,659	89,463	100,853
JAPAN		6,809	10,818	158,435	155,807	161,786	5,520	6,569	84,509	93,373	87,734
HONG KONG		8,761	14,251	121,302	116,076	128,569	4,473	6,693	57,480	58,524	61,277
OTHER		1,783	3,790	58,479	75,256	59,112	1,155	2,123	29,274	39,006	29,713
Subtotal:-----		21,891	36,463	540,201	527,178	556,348	14,422	19,027	268,922	280,366	279,578
FR GRPFRT(SEP)	MT										
JAPAN		3,158	4,351	3,158	4,351	250,229	1,612	2,487	1,612	2,487	130,749
EU 12		601	1,852	601	1,852	100,931	294	877	294	877	49,836
CANADA		3,480	4,237	3,480	4,237	74,378	2,028	2,095	2,028	2,095	30,483
FRANCE		209	755	209	755	39,454	103	325	103	325	20,546
NETHERLANDS		337	699	337	699	26,469	155	329	155	329	12,834
OTHER		607	275	607	275	33,171	349	135	349	135	16,010
Subtotal:-----		7,846	10,715	7,846	10,715	458,709	4,284	5,594	4,284	5,594	227,078
FR TANGERINES(NOV)	MT										
CANADA		0	44	8,309	10,124	8,616	0	39	7,247	7,950	7,582
EU 12		0	0	648	967	648	0	0	506	512	506
OTHER		0	0	180	514	180	0	0	254	497	254
Subtotal:-----		0	44	9,137	11,605	9,444	0	39	8,008	8,959	8,342

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
SEP 94

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
CANNED FRUIT											
CND PEACH&NECT(JUN)	MT										
JAPAN		601	327	1,923	1,433	5,674	669	353	2,181	1,672	6,363
CANADA		236	273	913	1,030	2,809	286	311	1,035	1,149	3,285
HONG KONG		236	41	782	378	1,768	221	45	724	324	1,515
TAIWAN		226	115	933	585	1,719	199	107	819	508	1,493
MEXICO		137	22	426	268	1,400	104	17	319	201	1,061
SINGAPORE		107	40	362	288	1,194	111	41	375	332	1,222
OTHER		396	581	1,499	1,720	4,744	362	497	1,309	1,571	3,866
Subtotal:-----		1,940	1,400	6,837	5,701	19,309	1,952	1,371	6,762	5,757	18,804
CND PEARS(JUN)	MT										
CANADA		170	205	444	635	1,554	147	190	447	617	1,595
JAPAN		86	57	131	135	402	92	64	154	157	425
MEXICO		31	0	113	14	164	27	0	110	11	144
OTHER		24	136	160	247	770	25	105	143	222	666
Subtotal:-----		311	398	848	1,030	2,890	291	360	854	1,007	2,830
CND PNEAPL(JAN)	MT										
JAPAN		151	164	945	848	1,371	135	148	892	795	1,300
CANADA		31	32	981	711	1,354	37	30	977	655	1,306
MEXICO		77	38	440	356	786	60	27	362	249	643
EU 12		13	70	330	486	533	12	78	300	430	476
GERMANY		13	28	192	247	245	12	22	177	209	224
OTHER		12	98	292	327	373	13	63	198	282	253
Subtotal:-----		283	402	2,988	2,728	4,417	257	346	2,729	2,412	3,977
FRT MIXTURES(JUN)	MT										
JAPAN		324	578	2,593	1,838	6,205	417	635	2,964	2,134	7,448
CANADA		359	272	1,879	1,443	5,677	533	343	2,575	1,807	7,055
HONG KONG		464	328	1,460	1,600	3,999	479	325	1,491	1,692	4,205
SINGAPORE		136	110	870	1,252	2,575	148	115	935	1,294	2,836
OTHER		1,403	615	3,674	2,718	9,517	1,649	698	4,443	3,113	11,359
Subtotal:-----		2,687	1,904	10,476	8,851	27,974	3,225	2,115	12,407	10,040	32,904
DRIED FRUIT											
DRD RAISINS(AUG)	MT										
EU 12		5,263	4,106	11,995	9,650	51,505	7,774	6,022	18,446	14,181	78,353
UNITED KINGDOM		2,513	2,514	6,003	6,231	26,123	3,844	3,368	9,895	8,618	40,217
JAPAN		2,462	1,963	4,689	4,035	25,338	3,673	2,867	6,963	5,412	37,283
GERMANY		1,062	483	2,751	1,184	12,132	1,408	756	3,834	1,958	16,772
CANADA		1,136	1,289	2,322	2,642	11,595	2,750	2,760	5,377	5,894	24,081
OTHER		4,042	3,906	7,261	7,459	36,667	6,467	6,617	11,525	13,391	59,064
Subtotal:-----		12,902	11,263	26,266	23,786	125,105	20,664	18,267	42,312	38,878	198,782
DRD PRUNES(AUG)	MT										
EU 12		2,609	2,680	6,052	4,823	27,649	5,686	6,210	12,946	11,155	65,513
JAPAN		1,281	816	2,160	1,855	14,216	2,624	1,982	4,472	4,133	32,752
GERMANY		505	1,061	1,613	2,066	10,952	1,191	2,255	3,639	4,478	25,806
ITALY		868	574	1,712	972	6,245	2,222	1,537	4,296	2,668	16,900
CANADA		577	357	1,142	726	4,683	1,298	757	2,450	1,624	11,106
NETHERLANDS		320	400	920	624	3,798	857	1,030	2,195	1,677	10,261
OTHER		1,345	1,305	3,125	2,499	13,955	2,580	2,929	6,199	6,405	30,579
Subtotal:-----		5,812	5,157	12,481	9,901	60,503	12,188	11,878	26,066	23,316	139,950
FRUIT JUICES(SSE)											
ORANGE JU CNC (DEC)	KL										
EU 12		8,456	5,586	96,517	78,037	107,753	3,785	2,256	37,150	30,985	42,269
CANADA		5,147	2,881	92,359	28,190	99,111	2,362	4,553	41,440	43,515	46,741
FRANCE		2,610	988	36,083	34,965	42,560	1,234	506	15,580	12,668	18,467
JAPAN		1,696	678	34,943	67,129	37,807	677	511	13,935	26,576	15,138
KOREA, REPUBLIC		3,149	928	28,025	20,168	30,421	1,260	827	11,558	13,430	13,872
NETHERLANDS		192	2,066	18,688	18,712	19,427	99	517	4,572	7,342	4,744
OTHER		6,204	4,825	54,159	41,974	64,198	2,103	1,849	18,511	17,038	22,064
Subtotal:-----		24,653	14,897	306,003	235,498	339,290	10,187	9,997	122,594	131,545	140,085
ORNG JU NTCNC(DEC)	KL										
CANADA		4,772	5,456	38,423	52,995	47,869	3,125	3,707	28,326	34,582	34,699
EU 12		1,328	4,201	20,792	41,275	23,888	852	2,533	13,664	25,594	15,598
FRANCE		386	226	7,766	3,040	8,423	242	135	5,284	1,894	5,770
BELGIUM-LUXEMBOU		261	3,269	5,902	24,623	6,262	160	1,980	4,018	15,429	4,278
UNITED KINGDOM		452	678	4,343	10,488	5,108	278	397	2,611	6,089	3,071
SWEDEN		329	207	3,930	2,036	4,763	376	233	4,287	1,856	5,257
OTHER		1,184	1,825	13,456	17,840	16,194	791	1,505	10,372	13,606	12,453
Subtotal:-----		7,614	11,689	76,601	114,145	92,714	5,144	7,979	56,649	75,638	68,006
GRPFRT JU CNC (DEC)	KL										
JAPAN		1,363	1,326	26,540	15,358	28,127	956	1,516	17,886	18,823	19,417
EU 12		1,169	556	18,792	12,801	20,014	585	414	8,663	6,060	9,297
NETHERLANDS		118	445	7,261	3,550	7,935	89	319	3,531	2,308	3,861
CANADA		384	325	6,551	2,522	7,066	276	580	4,717	4,212	5,268
FRANCE		575	0	3,599	5,755	4,002	248	0	1,580	1,691	1,807
UNITED KINGDOM		31	112	3,691	1,755	3,785	16	95	1,305	967	1,353
OTHER		220	212	2,110	3,337	2,390	90	119	1,205	1,825	1,376
Subtotal:-----		3,136	2,419	53,993	34,018	57,597	1,907	2,629	32,471	30,921	35,358
FRESH VEGETABLES											
FR ASPARAGUS(OCT)	MT										
CANADA		109	83	9,868	7,315	9,868	295	256	21,592	17,193	21,592
JAPAN		102	167	7,498	10,284	7,498	603	960	29,584	40,777	29,584
EU 12		8	1	1,866	1,663	1,866	25	7	5,507	4,468	5,507
SWITZERLAND		1	0	1,794	2,363	1,794	5	0	4,985	7,628	4,985
OTHER		2	1	264	355	264	4	3	846	1,482	846
Subtotal:-----		221	252	21,289	21,980	21,289	932	1,226	62,514	71,547	62,514
FR ONIONS(OCT)	MT										
CANADA		5,583	4,862	117,151	102,144	117,151	1,819	1,230	47,955	39,439	47,955
JAPAN		7,609	13,237	28,107	37,191	28,107	2,658	3,265	9,044	10,682	9,044
MEXICO		3,471	4,095	21,278	18,310	21,278	1,025	1,097	6,759	5,250	6,759
OTHER		3,542	12,899	16,469	36,184	16,469	1,425	4,149	8,083	14,387	8,083
Subtotal:-----		20,206	35,093	183,006	193,829	183,006	6,927	9,741	71,841	69,758	71,841
CANNED VEGETABLES											
CND SWT CORN(AUG)	MT										
JAPAN		5,540	4,584	8,695	7,256	59,668	4,321	4,094	6,871	6,350	48,168
EU 12		3,747	2,076	8,474	4,069	36,828	2,634	1,554	5,856	2,866	26,381
TAIWAN		1,024	1,692	2,535	3,075	15,911	836	1,758	2,024	3,071	14,379
HONG KONG		1,421	1,197	2,434	1,773	13,803	1,167	1,007	1,959	1,501	10,733
UNITED KINGDOM		808	855	2,079	1,143	11,526	546	627	1,453	838	8,145
NETHERLANDS		1,060	32	2,658	1,083	11,266	733	27	1,654	641	7,928
OTHER		3,413	4,370	4,893	6,411	28,267	2,788	3,599	4,030	5,281	23,709
Subtotal:-----		15,144	13,919	27,032	22,584	154,477	11,746	12,011	20,738	19,068	123,369

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
SEP 94

COMMODITY AND COUNTRY	QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
CND TOM PAS(JUL) MT										
CANADA	4,699	4,758	12,972	15,803	43,168	4,161	3,682	11,833	12,844	37,437
JAPAN	1,120	844	2,634	1,846	8,247	847	609	1,868	1,361	6,858
AUSTRALIA	1,029	0	3,009	0	6,332	811	0	2,270	0	4,893
KOREA, REPUBLIC	314	120	545	304	4,800	261	96	433	272	4,343
OTHER	3,064	1,146	3,965	3,509	15,267	2,180	903	3,023	2,825	11,682
Subtotal:-----	10,225	6,868	23,125	21,462	77,814	8,261	5,291	19,427	17,302	65,213
CND TOM SAUCE(JUL) MT										
CANADA	3,282	3,359	11,276	9,208	51,739	3,229	3,452	11,147	9,380	51,151
EU 12	136	174	370	2,363	6,737	189	232	580	2,244	7,234
MEXICO	577	535	1,484	2,091	6,060	367	430	948	1,484	3,953
JAPAN	778	376	1,660	1,107	5,201	688	528	1,524	1,338	6,127
UNITED KINGDOM	70	70	113	1,556	4,764	92	55	149	1,416	4,723
OTHER	797	827	2,058	2,364	10,975	841	935	2,082	2,446	10,758
Subtotal:-----	5,571	5,271	16,848	17,132	80,713	5,314	5,578	16,282	16,892	79,222
FRZN VEGETABLES										
FZN SWT CORN(JUL) MT										
JAPAN	3,967	3,334	9,939	7,972	39,969	3,369	3,091	8,502	7,488	36,158
AUSTRALIA	582	265	2,533	502	5,189	484	246	1,733	418	3,921
HONG KONG	435	324	1,073	772	4,235	339	286	766	740	3,345
CANADA	224	176	390	1,022	3,124	154	134	266	784	2,543
OTHER	874	2,561	2,152	5,770	9,873	646	2,289	1,682	4,464	8,317
Subtotal:-----	6,082	6,659	16,087	16,038	62,389	4,992	6,046	12,948	13,894	54,283
FZN F FRY(JUL) MT										
JAPAN	9,895	10,236	31,983	35,015	134,450	6,908	7,364	22,380	25,210	95,428
KOREA, REPUBLIC	1,583	1,092	4,210	3,390	17,784	1,049	817	2,746	2,418	11,869
HONG KONG	850	1,398	2,847	3,786	12,812	519	936	1,846	2,546	8,402
OTHER	5,592	6,906	18,045	20,910	75,482	4,045	5,215	12,946	15,735	56,337
Subtotal:-----	17,920	19,632	57,084	63,100	240,529	12,521	14,332	39,918	45,909	172,036
TREE NUTS										
ALMONDS UNSH(JUL) MT										
JAPAN	445	152	746	736	6,276	720	499	1,339	2,142	15,711
INDIA	673	1,133	1,972	2,018	4,259	1,824	2,663	5,285	5,429	12,553
EU 12	305	585	381	1,530	836	553	1,579	715	3,613	1,567
OTHER	211	780	345	977	2,074	434	1,685	730	2,166	4,996
Subtotal:-----	1,634	2,650	3,445	5,261	13,445	3,532	6,426	8,069	13,351	34,827
ALMND SH/PREP(JUL) MT										
EU 12	7,974	13,510	22,106	25,581	91,561	33,363	47,655	85,613	98,538	403,672
GERMANY	3,958	6,431	10,977	11,930	39,872	16,873	24,609	42,293	47,308	169,362
JAPAN	1,069	1,463	3,833	3,315	18,588	5,070	5,123	15,826	15,288	96,366
UNITED KINGDOM	1,239	1,183	3,106	2,217	11,946	4,529	3,071	11,266	7,542	50,821
NETHERLANDS	689	2,309	2,316	3,462	11,169	3,136	7,343	9,640	12,187	52,747
FRANCE	1,010	802	2,411	1,900	10,868	4,092	2,960	9,579	7,287	51,248
OTHER	5,907	7,193	12,199	13,481	52,499	25,054	24,729	47,491	47,661	217,100
Subtotal:-----	14,950	22,167	38,137	42,376	162,648	63,487	77,506	148,930	161,487	717,138
WALNUTS SH(AUG) MT										
EU 12	229	353	470	563	7,168	648	833	1,199	1,305	15,703
JAPAN	333	218	459	536	4,911	1,693	1,063	2,379	2,706	26,606
ITALY	2	19	2	19	2,252	11	19	11	19	4,117
CANADA	141	255	205	445	2,120	663	804	894	1,397	6,996
FRANCE	0	0	0	6	1,417	0	0	0	21	2,616
ISRAEL	102	100	102	186	1,399	517	389	517	702	6,259
OTHER	168	434	274	635	3,741	873	1,078	1,099	1,741	14,458
Subtotal:-----	972	1,359	1,511	2,365	19,339	4,394	4,166	6,087	7,851	70,023
WALNUTS UNSH(AUG) MT										
EU 12	2,233	3,577	2,267	3,660	36,499	4,553	5,456	4,635	5,597	69,146
SPAIN	418	959	418	959	9,746	866	1,479	866	1,479	18,400
NETHERLANDS	1,100	289	1,100	289	8,600	2,328	492	2,328	492	16,459
GERMANY	511	1,680	511	1,700	8,593	932	2,423	932	2,457	16,217
ITALY	189	477	189	477	5,908	392	787	392	787	11,358
OTHER	650	497	963	845	7,737	1,657	932	2,335	1,573	16,150
Subtotal:-----	2,883	4,074	3,230	4,505	44,236	6,210	6,388	6,970	7,170	85,296
HOPS&PRODUCTS										
HOP PELTS(SEP) MT										
CANADA	46	83	46	83	1,267	323	554	323	554	8,310
BRAZIL	250	119	250	119	1,219	1,274	473	1,274	473	5,852
EU 12	0	28	0	28	504	0	202	0	202	2,988
MEXICO	0	0	0	0	363	0	0	0	0	2,593
JAPAN	0	0	0	0	256	0	0	0	0	1,385
UNITED KINGDOM	0	0	0	0	221	0	0	0	0	1,518
OTHER	6	10	6	10	616	40	69	40	69	2,431
Subtotal:-----	301	239	301	239	4,224	1,638	1,298	1,638	1,298	23,559
HOP EXTRACT(SEP) MT										
MEXICO	0	39	0	39	2,246	0	458	0	458	15,676
EU 12	67	40	67	40	1,290	610	472	610	472	18,945
BRAZIL	63	4	63	4	533	923	65	923	65	4,742
GERMANY	46	18	46	18	459	343	192	343	192	6,085
NETHERLANDS	0	8	0	8	330	0	77	0	77	5,995
OTHER	80	71	80	71	1,392	1,182	877	1,182	877	23,778
Subtotal:-----	211	152	211	152	5,460	2,715	1,872	2,715	1,872	63,141
HOPS,NSPF(SEP) MT										
EU 12	25	0	25	0	1,106	137	0	137	0	4,874
GERMANY	0	0	0	0	829	0	0	0	0	3,291
UNITED KINGDOM	25	0	25	0	269	137	0	137	0	1,472
JAPAN	1	0	1	0	233	6	0	6	0	1,424
MEXICO	0	0	0	0	132	0	0	0	0	598
BRAZIL	0	0	0	0	111	0	0	0	0	635
OTHER	8	10	8	10	419	53	52	53	52	4,026
Subtotal:-----	34	10	34	10	2,000	196	52	196	52	11,557
WINE										
GRAPE WINE(JAN) KL										
EU 12	4,031	3,278	37,395	27,350	45,115	5,543	6,218	53,633	47,723	66,545
CANADA	2,698	1,992	24,721	24,710	32,584	4,418	3,117	33,320	34,188	45,078
UNITED KINGDOM	2,771	2,110	19,729	15,332	24,121	3,811	4,394	31,383	29,115	38,803
JAPAN	1,255	1,179	8,976	10,120	12,347	1,688	1,434	12,749	14,818	17,774
DENMARK	201	250	5,571	2,391	6,559	196	260	5,379	2,294	6,312
OTHER	2,593	2,255	18,182	26,962	26,903	3,305	3,266	24,381	34,562	36,079
Subtotal:-----	10,577	8,704	89,274	89,142	116,948	14,954	14,035	124,083	131,291	165,476

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COMMODITY AND COUNTRY / COUNTRY REGION		QUANTITY CURR MO LAST YR	QUANTITY CURR MO CURR YR	QUANTITY YR TDT LAST YR	QUANTITY YR TDT CURR YR	QUANTITY LAST YEAR	VALUE (1,000 DOLLARS) CURR MO LAST YR	VALUE CURR MO CURR YR	VALUE YR TDT LAST YR	VALUE YR TDT CURR YR	VALUE LAST YEAR
FR FRT & MLNS											
FR APPLES(JUL)	MT										
NEW ZEALAND		124	0	2,296	4,478	28,387	168	0	2,674	6,293	31,041
SOUTH AFRICA, RE		0	0	3,781	5,508	19,044	0	0	2,956	4,544	16,039
CANADA		3,899	3,735	7,585	5,046	29,886	1,429	1,437	2,731	2,225	13,666
OTHER		401	12	6,585	198	33,758	233	13	2,990	116	13,616
Subtotal:-----		4,423	3,747	20,246	15,230	111,075	1,830	1,450	11,352	13,179	74,362
FR PEARS(JUL)	MT										
CHILE		0	0	143	56	44,495	0	0	43	20	16,093
ARGENTINA		0	0	0	0	13,831	0	0	0	0	7,587
OTHER		199	60	199	60	7,183	550	77	550	77	9,888
Subtotal:-----		199	60	342	116	65,509	550	77	593	97	33,569
APRICOT (MAY)	MT										
CHILE		0	0	0	0	781	0	0	0	0	489
NEW ZEALAND		0	0	0	0	157	0	0	0	0	283
TURKEY		0	0	0	0	56	0	0	0	0	159
OTHER		0	0	46	2	47	0	0	59	3	62
Subtotal:-----		0	0	46	2	1,042	0	0	59	3	993
PEACH-NEC(MAY)	MT										
CHILE		0	0	0	0	42,893	0	0	0	0	27,605
OTHER		98	81	214	187	252	73	61	182	155	240
Subtotal:-----		98	81	214	187	43,145	73	61	182	155	27,844
PLUM-PRUNE(MAY)	MT										
CHILE		0	0	10	99	21,389	0	0	13	60	14,143
OTHER		6	44	64	96	233	6	43	59	128	215
Subtotal:-----		6	44	74	194	21,621	6	43	72	188	14,358
FRESH GRAPES (MAY)	MT										
CHILE		0	0	2,089	4,201	265,879	0	0	1,583	3,305	201,749
MEXICO		0	3	41,305	41,039	41,331	0	4	55,211	46,564	55,237
OTHER		301	707	302	707	1,566	87	172	89	172	1,482
Subtotal:-----		301	710	43,695	45,947	308,775	87	176	56,883	50,041	258,468
FR RASPBRY(JAN)	MT										
CANADA		19	19	5,091	6,176	5,122	58	36	9,229	13,062	9,292
OTHER		0	0	518	799	774	1	1	798	1,409	1,484
Subtotal:-----		19	19	5,608	6,975	5,896	60	38	10,027	14,471	10,776
FR STRAWBRIS(JAN)	MT										
MEXICO		0	0	11,875	17,877	12,747	0	0	16,683	30,428	17,985
OTHER		5	9	278	151	1,480	19	26	524	341	3,491
Subtotal:-----		5	9	12,153	18,028	14,227	19	26	17,207	30,769	21,476
FR BANANA(JAN)	MT										
COSTA RICA		84,693	111,207	715,166	731,652	922,519	24,213	25,250	213,747	181,164	272,504
ECUADOR		56,485	59,288	585,923	593,880	761,367	14,658	15,435	161,125	154,068	205,877
COLOMBIA		53,051	50,298	421,065	464,726	596,321	13,848	14,781	117,787	138,189	166,146
OTHER		102,858	94,130	924,837	986,869	1,232,936	29,882	26,591	267,965	275,620	350,376
Subtotal:-----		297,087	314,922	2,646,991	2,777,126	3,513,144	82,601	82,057	760,622	749,041	994,903
FR MANGO(JAN)	MT										
MEXICO		2,898	6,202	94,439	108,388	94,439	2,004	4,862	71,626	81,638	71,626
OTHER		202	103	13,094	9,899	16,518	511	240	10,828	8,824	15,619
Subtotal:-----		3,100	6,305	107,533	118,287	110,957	2,515	5,102	82,454	90,463	87,245
FR PINAPLE(JAN)	MT										
COSTA RICA		5,555	7,437	55,807	62,919	72,226	2,345	2,159	24,380	21,932	30,880
HONDURAS		2,260	1,869	20,026	23,002	26,273	609	515	5,654	6,332	7,482
OTHER		1,512	236	21,248	13,270	25,896	480	85	5,693	2,889	6,986
Subtotal:-----		9,327	9,541	97,081	99,191	124,395	3,434	2,759	35,727	31,154	45,348
FR CANTLPE(MAY)	MT										
COSTA RICA		0	0	3,288	5,738	43,061	0	0	1,961	2,179	18,971
MEXICO		0	0	19,591	16,748	63,603	0	0	5,004	5,358	17,851
HONDURAS		0	0	4,316	2,782	64,399	0	0	1,074	616	14,716
GUATEMALA		0	0	2,649	2,300	36,328	0	0	858	934	11,415
OTHER		0	0	411	302	19,831	0	0	133	67	4,630
Subtotal:-----		0	0	30,255	27,870	227,221	0	0	9,030	9,154	67,583
FR MELON,OT(MAY)	MT										
MEXICO		0	0	12,842	13,252	40,290	0	0	3,851	4,653	14,546
COSTA RICA		0	0	871	1,014	29,573	0	0	314	392	11,703
OTHER		45	27	1,649	1,780	44,425	20	11	584	528	14,557
Subtotal:-----		46	27	15,362	16,046	114,288	20	11	4,749	5,573	40,806
FR ORANGES(NOV)	MT										
AUSTRALIA		1,161	0	4,555	9,382	4,556	1,596	0	6,265	10,635	6,267
OTHER		319	541	5,527	6,667	5,795	95	119	1,932	2,553	2,007
Subtotal:-----		1,480	542	10,082	16,052	10,350	1,692	121	8,197	13,205	8,274
CANNED FRUIT											
CND MANDRN(JAN)	MT										
EU 12		821	2,421	16,718	26,291	19,589	722	1,988	15,959	20,430	18,494
SPAIN		821	2,421	16,699	26,156	19,569	722	1,988	15,941	20,306	18,474
CHINA, PEOPLES R		1,606	2,098	14,185	14,276	19,713	1,356	1,580	12,025	10,739	16,285
OTHER		46	0	915	644	988	44	0	1,102	581	1,163
Subtotal:-----		2,474	4,519	31,819	41,211	40,290	2,122	3,568	29,086	31,750	35,942
CND BLK OLV(NOV)	MT										
EU 12		705	600	11,137	11,473	12,275	1,362	1,251	22,919	22,414	24,927
SPAIN		621	392	9,352	9,496	10,260	1,123	778	18,343	17,881	19,913
MOROCCO		12	56	2,449	2,597	2,661	20	102	4,374	4,622	4,733
OTHER		2	9	119	112	125	3	18	219	204	236
Subtotal:-----		720	665	13,705	14,181	15,061	1,385	1,371	27,513	27,241	29,896
CND GRN OLV(NOV)	MT										
EU 12		2,934	2,393	36,544	36,023	41,192	7,081	6,656	92,775	93,757	104,739
SPAIN		2,845	2,348	35,609	35,389	40,160	6,933	6,516	90,944	92,433	102,781
OTHER		104	286	1,910	2,433	2,058	192	467	3,101	3,647	3,331
Subtotal:-----		3,039	2,679	38,454	38,456	43,249	7,273	7,123	95,876	97,403	108,070
CND PEACH(JUN)	MT										
EU 12		1,318	1,472	4,477	4,789	16,731	757	785	2,640	2,674	9,614
GREECE		1,311	1,469	4,420	4,719	15,515	736	777	2,568	2,594	8,832
OTHER		312	368	688	1,751	4,479	169	222	395	1,101	2,310
Subtotal:-----		1,629	1,840	5,165	6,539	21,211	925	1,007	3,035	3,776	11,925
CND PINAPLE(JAN)	MT										
THAILAND		11,959	9,202	140,201	118,809	172,014	5,982	4,768	85,684	61,063	101,834
PHILIPPINES		11,197	11,970	97,418	105,906	128,465	7,417	5,449	67,428	62,474	88,280
OTHER		2,373	3,903	32,007	33,633	41,758	1,133	1,962	13,142	13,790	16,877
Subtotal:-----		25,529	25,075	269,627	258,348	342,237	14,532	12,180	166,254	137,327	206,991

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COMMODITY AND COUNTRY / COUNTRY REGION		QUANTITY CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	VALUE (1,000 DOLLARS) CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
DRIED FRUIT											
DRD APRCT(JUL)	MT										
TURKEY		653	1,972	1,648	2,680	8,765	1,644	3,095	3,992	4,275	22,058
OTHER		41	51	44	93	556	64	104	80	226	1,434
Subtotal:-----		693	2,024	1,692	2,772	9,321	1,708	3,199	4,072	4,501	23,491
DATES(SEP)	MT										
PAKISTAN		53	18	53	18	4,346	43	26	43	26	4,288
OTHER		54	33	54	33	984	133	65	133	65	1,546
Subtotal:-----		107	51	107	51	5,330	177	91	177	91	5,835
DRD FIG(SEP)	MT										
TURKEY		169	116	169	116	1,329	129	172	129	172	1,854
EU 12		21	339	21	339	761	55	875	55	875	1,820
GREECE		21	339	21	339	727	55	875	55	875	1,695
MEXICO		515	188	515	188	1,376	218	657	218	657	1,203
OTHER		0	0	0	0	78	2	0	2	0	98
Subtotal:-----		705	644	705	644	3,545	405	1,704	405	1,704	4,975
DRD RAISIN(AUG)	MT										
MEXICO		1,193	714	1,710	952	3,413	1,038	595	1,482	789	3,151
TURKEY		116	157	282	376	2,151	135	142	292	333	2,187
CHILE		143	327	378	552	1,015	178	405	467	662	1,271
OTHER		21	22	44	97	376	23	23	60	118	403
Subtotal:-----		1,473	1,220	2,415	1,977	6,955	1,374	1,166	2,301	1,902	7,012
FRUIT JUICE(SSE)											
APPLE JUIC(JUL)	KL										
ARGENTINA		42,564	37,548	139,143	129,978	381,558	8,301	5,915	26,600	19,912	65,091
EU 12		9,960	8,683	43,527	50,056	268,292	2,252	1,666	9,772	9,134	56,543
GERMANY		5,252	3,708	28,609	36,282	206,835	1,217	906	6,557	6,827	44,842
OTHER		27,667	23,881	140,905	81,072	498,195	6,343	4,412	31,195	13,343	99,159
Subtotal:-----		80,190	70,112	323,576	261,107	1,148,045	16,895	11,993	67,567	42,390	220,793
FCOJ(DEC)	KL										
BRAZIL		137,964	152,190	754,338	1,034,139	1,089,726	28,489	26,484	122,732	192,267	190,381
OTHER		10,091	12,339	113,825	198,865	137,517	1,897	2,820	21,121	47,487	25,686
Subtotal:-----		148,056	164,529	868,163	1,233,004	1,227,243	30,386	29,304	143,854	239,755	216,066
GRAPE JU(JAN)	KL										
SWEDEN		180	0	51,169	0	51,169	85	0	16,067	0	16,067
EU 12		5,791	172	15,576	21,495	24,178	1,399	167	5,926	11,589	8,460
OTHER		6,011	2,785	43,605	30,588	54,769	2,028	935	16,025	9,820	19,669
Subtotal:-----		11,982	2,957	110,350	52,082	130,116	3,513	1,102	38,017	21,409	44,196
PNEAPL JUCN(JAN)	KL										
THAILAND		6,286	2,315	129,478	75,918	156,558	887	334	25,659	11,983	30,322
PHILIPPINES		7,934	9,095	83,812	74,108	113,215	1,694	1,250	17,804	12,460	23,255
OTHER		1,471	2,519	19,795	18,595	24,227	482	432	5,551	4,308	6,782
Subtotal:-----		15,692	13,928	233,085	168,621	294,000	3,063	2,017	49,013	28,750	60,359
PNEAPL JUNC(JAN)	KL										
PHILIPPINES		2,271	1,916	22,329	33,866	29,454	842	394	8,292	9,683	10,933
OTHER		188	659	10,560	14,309	13,450	120	414	2,598	7,678	4,309
Subtotal:-----		2,459	2,574	32,889	48,175	42,904	962	808	10,890	17,361	15,242
FROZEN FRUIT											
FZN STRBRY(DEC)	MT										
MEXICO		335	177	18,152	17,711	18,446	262	268	17,018	16,962	17,277
OTHER		169	21	1,092	762	1,274	169	57	3,291	2,011	3,826
Subtotal:-----		504	198	19,244	18,474	19,720	431	324	20,309	18,973	21,103
FRESH VEGETABLES											
FR BEANS(OCT)	MT										
MEXICO		7	10	11,424	9,782	11,424	6	12	14,214	13,004	14,214
OTHER		115	135	729	922	729	110	107	783	723	783
Subtotal:-----		122	145	12,152	10,704	12,152	115	119	14,998	13,727	14,998
FR CARROT(OCT)	MT										
CANADA		6,422	8,169	39,943	48,304	39,943	1,604	2,121	10,429	12,253	10,429
MEXICO		664	2	10,923	11,417	10,923	166	6	3,267	2,924	3,267
OTHER		20	0	566	373	566	13	0	370	256	370
Subtotal:-----		7,106	8,171	51,432	60,095	51,432	1,783	2,127	14,067	15,433	14,067
FR CABBAGE(OCT)	MT										
CANADA		2,063	2,219	17,625	12,282	17,625	556	562	4,420	3,022	4,420
MEXICO		671	451	8,318	5,481	8,318	94	62	1,542	942	1,542
OTHER		40	0	871	190	871	29	0	565	86	565
Subtotal:-----		2,774	2,670	26,815	17,953	26,815	679	624	6,526	4,049	6,526
FR CELERY(OCT)	MT										
MEXICO		0	33	11,581	8,224	11,581	0	12	4,719	2,250	4,719
CANADA		2,557	1,789	4,643	4,237	4,643	786	501	1,340	1,267	1,340
OTHER		38	0	600	60	600	8	0	117	24	117
Subtotal:-----		2,595	1,822	16,823	12,522	16,823	794	513	6,176	3,541	6,176
FR CUCMBR(OCT	MT										
MEXICO		675	2,265	213,505	230,969	213,505	386	1,032	76,639	99,441	76,639
OTHER		471	505	25,337	20,004	25,337	455	522	8,554	7,461	8,554
Subtotal:-----		1,146	2,770	238,842	250,973	238,842	841	1,554	85,192	106,902	85,192
FR CAULFLWR(OCT)	MT										
CANADA		1,619	1,125	3,018	3,324	3,018	538	433	998	1,186	998
MEXICO		0	0	666	1,662	666	0	0	319	487	319
OTHER		0	0	192	0	192	0	0	133	0	133
Subtotal:-----		1,619	1,125	3,876	4,986	3,876	538	433	1,449	1,674	1,449
FR GARLIC(OCT)	MT										
MEXICO		36	17	10,500	10,289	10,500	122	70	11,055	10,397	11,055
CHINA, PEOPLES R		5,287	135	14,338	16,219	14,338	2,300	71	7,236	8,940	7,236
OTHER		222	358	4,333	4,609	4,333	100	386	4,854	5,490	4,854
Subtotal:-----		5,545	510	29,172	31,117	29,172	2,522	528	23,145	24,828	23,145
FR ONION(OCT)	MT										
MEXICO		3,315	3,085	192,287	180,514	192,287	2,703	2,531	93,837	108,275	93,837
OTHER		6,097	3,476	24,451	67,887	24,451	1,790	1,106	10,015	25,494	10,015
Subtotal:-----		9,412	6,561	216,739	248,401	216,739	4,493	3,637	103,853	133,769	103,853
FR PEPPERS(OCT)	MT										
MEXICO		3,871	2,662	138,708	143,889	138,708	2,694	1,863	134,106	137,306	134,106
EU 12		1,687	1,479	16,090	17,495	16,090	3,241	3,028	37,118	41,535	37,118
NETHERLANDS		1,636	1,446	15,624	17,046	15,624	3,129	2,951	35,960	40,236	35,960
OTHER		1,145	1,143	3,994	4,357	3,994	1,133	1,056	6,733	7,029	6,733
Subtotal:-----		6,703	5,284	158,793	165,740	158,793	7,069	5,946	177,957	185,870	177,957
FR SEED POT(OCT)	MT										
CANADA		64	16	74,524	106,339	74,524	16	5	11,499	21,734	11,499
OTHER		33	13	137	87	137	24	9	81	51	81
Subtotal:-----		97	29	74,661	106,426	74,661	41	14	11,579	21,785	11,579

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
SEP 94

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FR TBL POT(OCT)	MT										
CANADA		14,784	12,502	227,512	210,824	227,512	2,740	2,309	38,014	48,829	38,014
OTHER		0	0	13	59	13	0	0	3	31	3
Subtotal:-----		14,784	12,502	227,525	210,883	227,525	2,740	2,309	38,017	48,860	38,017
FR TOMATO(OCT)	MT										
MEXICO		14,648	9,496	365,168	381,437	365,168	9,244	7,102	289,182	300,973	289,182
OTHER		1,027	1,262	15,744	20,439	15,744	1,272	1,790	18,273	27,182	18,273
Subtotal:-----		15,675	10,757	380,912	401,876	380,912	10,516	8,892	307,454	328,155	307,454
FR ASPARG(OCT)	MT										
MEXICO		314	533	22,613	18,201	22,613	318	629	31,593	29,098	31,593
OTHER		1,304	1,879	7,239	9,511	7,239	1,314	2,675	7,620	12,732	7,620
Subtotal:-----		1,618	2,413	29,852	27,711	29,852	1,631	3,304	39,213	41,829	39,213
CANNED VEGETABLES											
CND TOM PST(JUL)	MT										
MEXICO		0	0	193	605	28,428	0	0	129	425	18,343
CHILE		151	135	429	809	5,786	107	112	305	641	4,827
OTHER		705	332	1,618	1,378	9,199	422	246	1,082	780	6,024
Subtotal:-----		856	467	2,241	2,793	43,412	529	358	1,516	1,846	29,193
CND TOM SAUCE(JUL)	MT										
EU 12		94	1,375	141	2,348	6,956	43	926	88	1,680	5,984
SPAIN		0	1,095	0	1,916	5,574	0	816	0	1,429	5,152
CANADA		73	140	1,528	385	4,507	85	135	913	381	2,959
OTHER		215	1,311	525	2,048	3,926	132	914	401	1,435	2,659
Subtotal:-----		381	2,825	2,194	4,781	15,390	260	1,975	1,402	3,496	11,602
CND TOMATO(JUL)	MT										
CHILE		1,087	1,446	3,866	4,636	11,194	497	670	1,862	2,181	5,358
EU 12		1,374	1,043	2,884	5,092	16,699	447	355	879	1,798	5,304
ITALY		1,374	1,043	2,800	5,041	16,403	447	355	849	1,782	5,200
ISRAEL		1,471	1,590	3,727	3,183	11,366	501	434	1,184	918	3,408
OTHER		145	160	1,428	426	4,426	98	74	732	221	2,215
Subtotal:-----		4,077	4,240	11,904	13,337	43,686	1,541	1,533	4,657	5,119	16,285
CND MSHROOM(JUL)	MT										
CHINA, PEOPLES R		1,298	1,211	3,623	5,397	18,168	2,150	2,270	6,245	9,355	28,859
INDONESIA		879	1,347	3,015	3,967	10,212	2,032	3,548	6,894	9,886	23,976
HONG KONG		514	523	1,488	1,935	12,407	866	1,190	2,582	4,480	22,900
OTHER		611	1,557	2,331	5,548	17,366	2,137	3,659	6,704	13,085	42,560
Subtotal:-----		3,303	4,639	10,458	16,848	58,153	7,184	10,667	22,424	36,806	118,295
FROZEN VEGETABLES											
FZN BROCLI(SEP)	MT										
MEXICO		6,838	8,653	6,838	8,653	111,894	4,359	5,249	4,359	5,249	75,111
OTHER		2,604	2,346	2,604	2,346	17,183	1,673	1,642	1,673	1,642	11,448
Subtotal:-----		9,442	10,999	9,442	10,999	129,077	6,032	6,891	6,032	6,891	86,559
FZN CAULFLR(SEP)	MT										
MEXICO		1,403	1,770	1,403	1,770	26,053	1,059	1,329	1,059	1,329	22,679
OTHER		354	512	354	512	2,946	197	363	197	363	1,522
Subtotal:-----		1,757	2,282	1,757	2,282	28,999	1,256	1,692	1,256	1,692	24,201
FZN POTATO(SEP)	MT										
CANADA		9,626	10,328	9,626	10,328	128,822	5,424	5,806	5,424	5,806	71,265
OTHER		2	19	2	19	258	13	14	13	14	280
Subtotal:-----		9,628	10,348	9,628	10,348	129,081	5,437	5,821	5,437	5,821	71,545
TREE NUTS											
PISTACHIO NSH(SEP)	MT										
TURKEY		15	4	15	4	110	42	7	42	7	304
HONG KONG		0	0	0	0	81	0	0	0	0	143
OTHER		0	0	0	0	0	1	0	1	0	1
Subtotal:-----		15	4	15	4	191	43	7	43	7	448
CASHEW NUT(AUG)	MT										
INDIA		3,456	2,844	5,908	7,573	40,026	14,660	12,342	25,276	33,559	170,332
BRAZIL		2,253	1,430	4,690	2,904	19,611	8,784	6,731	18,462	13,456	87,871
OTHER		479	368	744	792	4,804	1,520	1,659	2,396	3,669	18,104
Subtotal:-----		6,188	4,643	11,343	11,269	64,440	24,964	20,732	46,134	50,685	276,306
FILBERTS(AUG)	MT										
TURKEY		365	96	663	176	3,360	954	360	1,752	759	11,711
OTHER		3	22	8	27	196	12	74	32	100	763
Subtotal:-----		368	118	671	202	3,556	967	434	1,784	859	12,474
PECANS NSH(SEP)	MT										
MEXICO		110	88	110	88	6,667	117	112	117	112	7,599
OTHER		327	0	327	0	327	1,081	0	1,081	0	1,081
Subtotal:-----		437	88	437	88	6,994	1,197	112	1,197	112	8,680
WINES											
CHMP&SPRK WN(JAN)	KL										
EU 12		2,897	3,444	15,914	16,158	30,523	29,043	35,754	145,658	155,883	265,363
FRANCE		1,077	1,357	5,732	6,100	10,065	20,994	26,514	103,497	112,751	179,059
ITALY		1,218	1,406	5,629	5,825	11,753	5,457	6,375	24,653	25,762	50,998
OTHER		22	27	194	213	302	81	73	646	641	1,034
Subtotal:-----		2,919	3,471	16,109	16,371	30,825	29,124	35,826	146,304	156,523	266,397
FT&VERM WN(JAN)	KL										
EU 12		1,178	1,056	8,275	10,233	12,389	4,706	4,267	31,658	39,551	48,713
ITALY		686	626	4,604	5,865	6,954	1,653	1,609	11,096	14,312	16,829
SPAIN		371	226	2,243	2,734	3,278	1,846	796	10,143	12,393	14,484
PORTUGAL		79	150	766	1,021	1,295	903	1,570	7,378	10,382	13,324
OTHER		15	4	117	126	159	60	27	474	526	671
Subtotal:-----		1,194	1,060	8,393	10,359	12,547	4,766	4,295	32,132	40,078	49,384
OTH GP WINE(JAN)	KL										
EU 12		11,227	11,398	102,738	121,987	152,864	38,793	39,324	382,024	400,315	553,012
FRANCE		4,011	4,118	36,551	39,048	55,169	19,617	21,271	212,441	194,687	303,623
ITALY		5,708	5,709	50,834	66,419	75,390	14,699	13,521	125,743	159,207	186,307
OTHER		3,128	4,110	32,400	34,448	42,637	6,949	9,877	71,978	80,494	97,598
Subtotal:-----		14,355	15,518	135,139	156,444	195,502	45,742	49,212	454,001	480,821	650,610
OTH WN PROD(JAN)	KL										
JAPAN		106	78	1,761	1,147	2,276	343	247	5,385	4,215	7,018
EU 12		303	203	2,557	3,291	3,709	426	304	3,513	4,400	5,144
CANADA		273	90	1,812	2,833	2,084	315	147	2,649	3,763	2,953
OTHER		155	117	784	747	1,148	238	204	1,416	1,451	2,121
Subtotal:-----		836	489	6,913	8,019	9,216	1,322	901	12,963	13,829	17,236
CUT FLOWERS											
ROSES(JAN)	NONE										
COLOMBIA		0	0	0	0	0	4,637	5,896	64,053	75,067	80,312
OTHER		0	0	0	0	0	1,612	2,413	21,191	26,989	27,079
Subtotal:-----		0	0	0	0	0	6,249	8,308	85,244	102,056	107,392
CARNATIONS(JAN)	NONE										
COLOMBIA		0	0	0	0	0	5,805	4,502	60,669	64,228	82,941
OTHER		0	0	0	0	0	167	125	1,664	1,854	2,143
Subtotal:-----		0	0	0	0	0	5,972	4,626	62,333	66,082	85,084

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